

FIGURE 1:  
SYSTEM CONFIGURATION

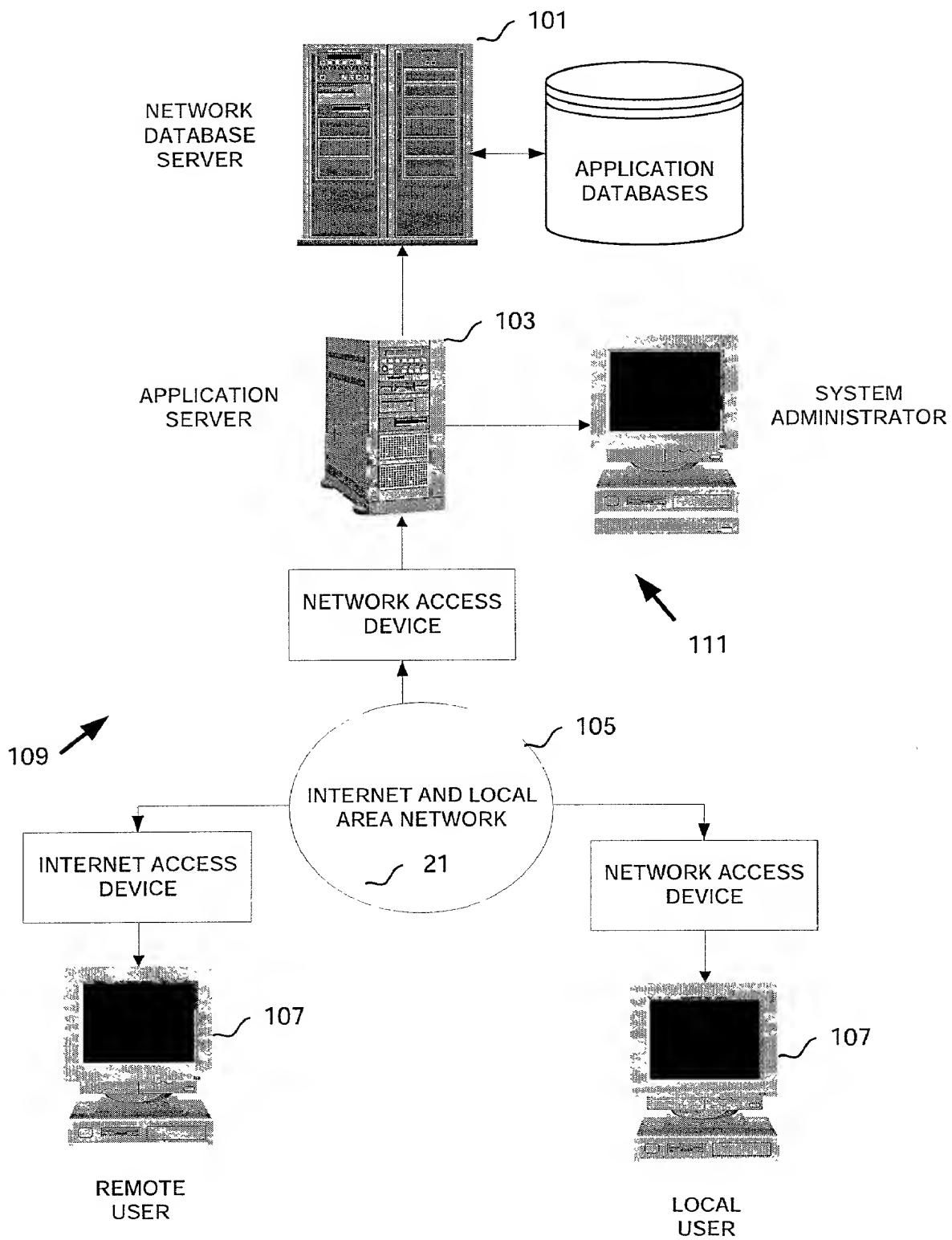


FIGURE 2.A:  
METHOD OF GENERATING A CONTRACT

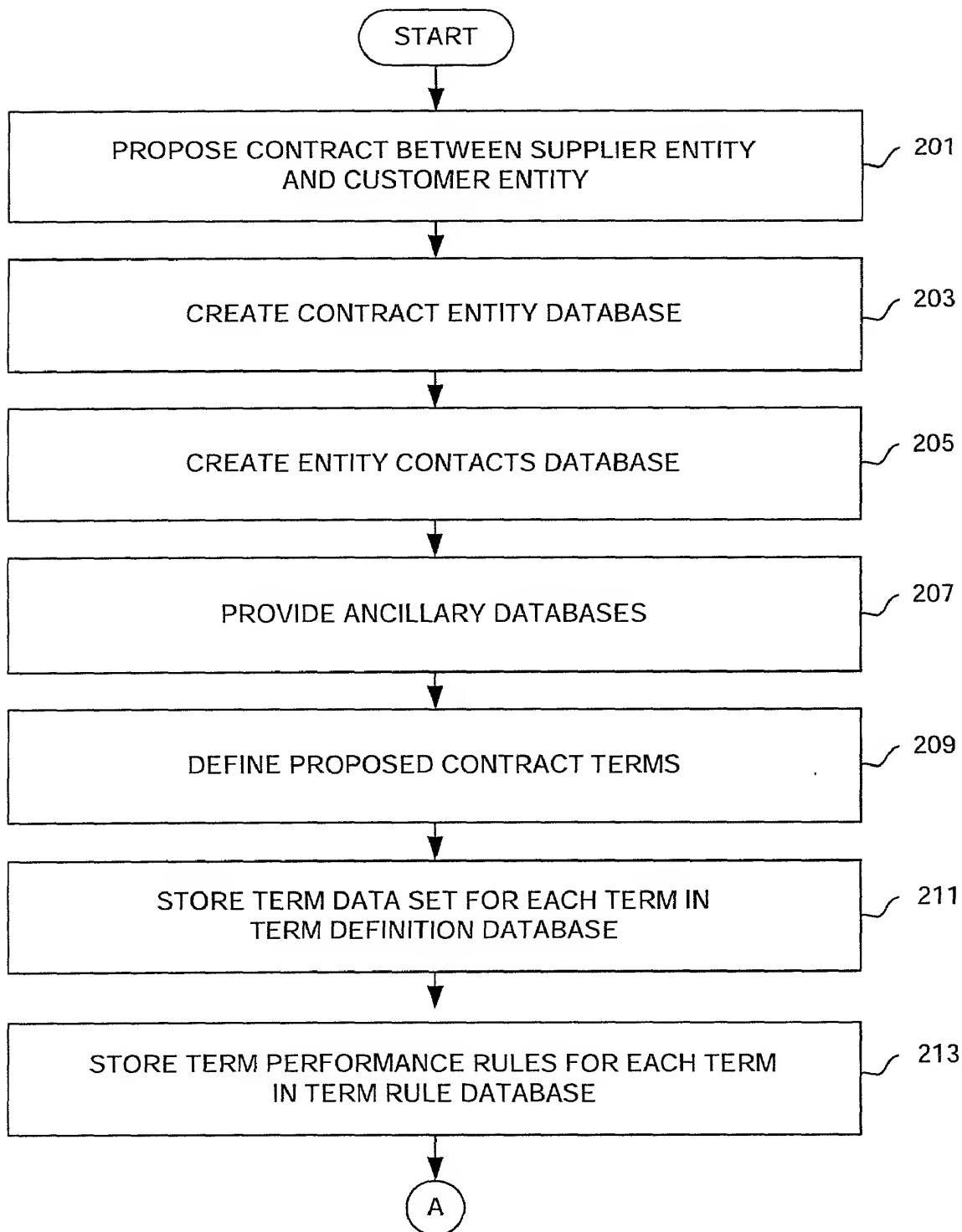


FIGURE 2.B:  
METHOD OF GENERATING A CONTRACT

FIGURE 2.B  
METHOD OF GENERATING A CONTRACT

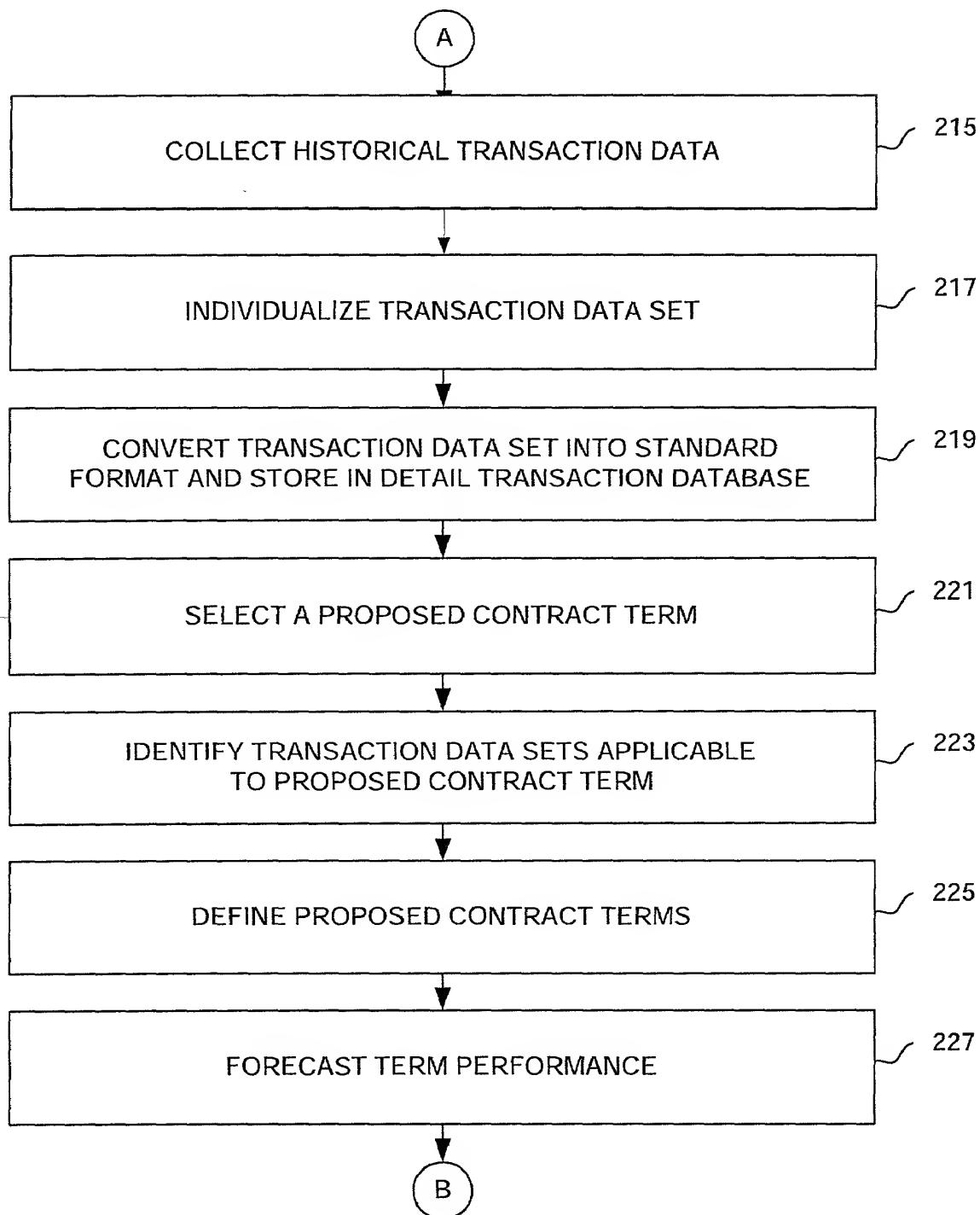


FIGURE 2.C:  
METHOD OF GENERATING A CONTRACT

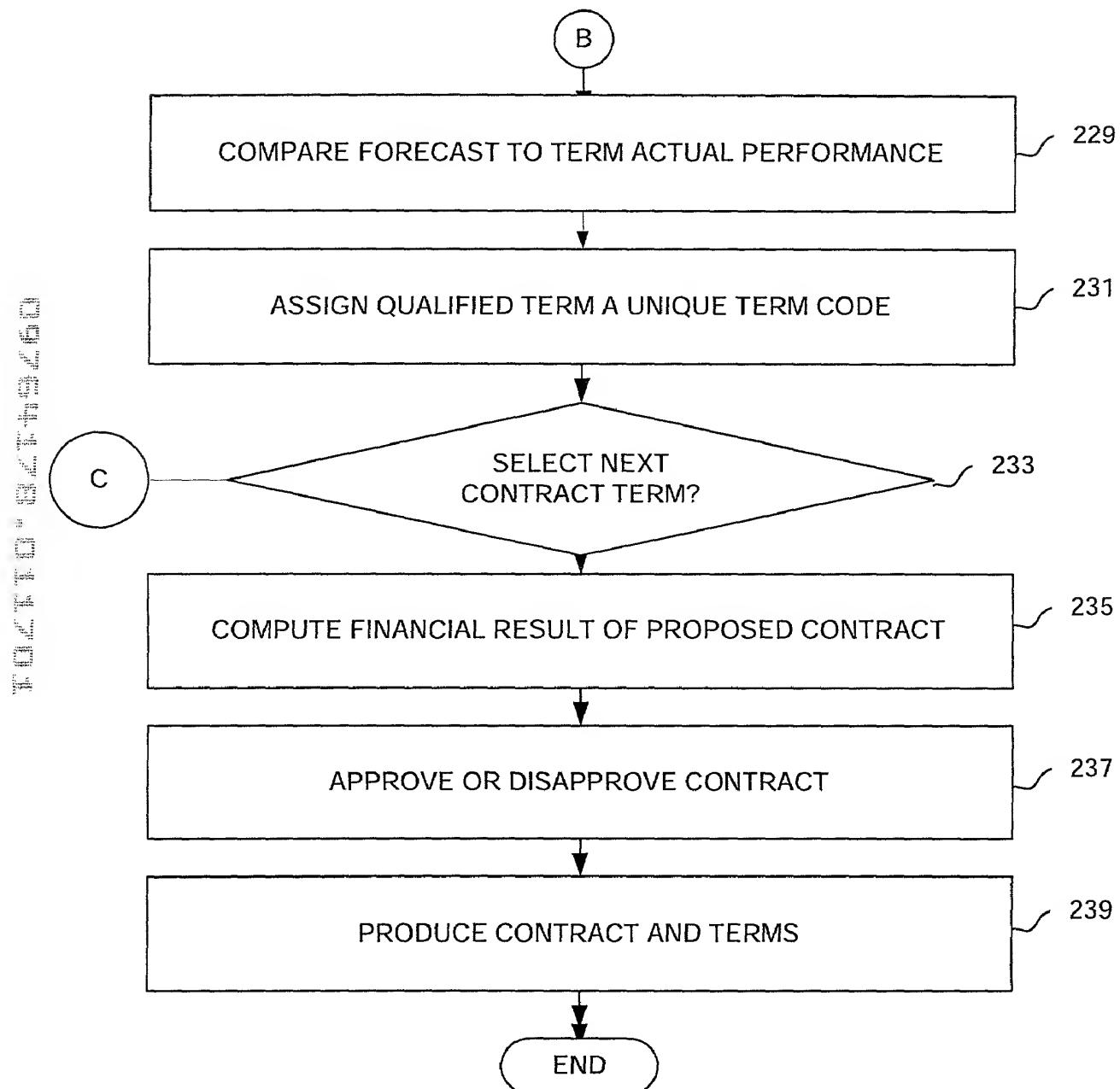


FIGURE 3:  
COMPUTER PROCESSOR AND DATABASES

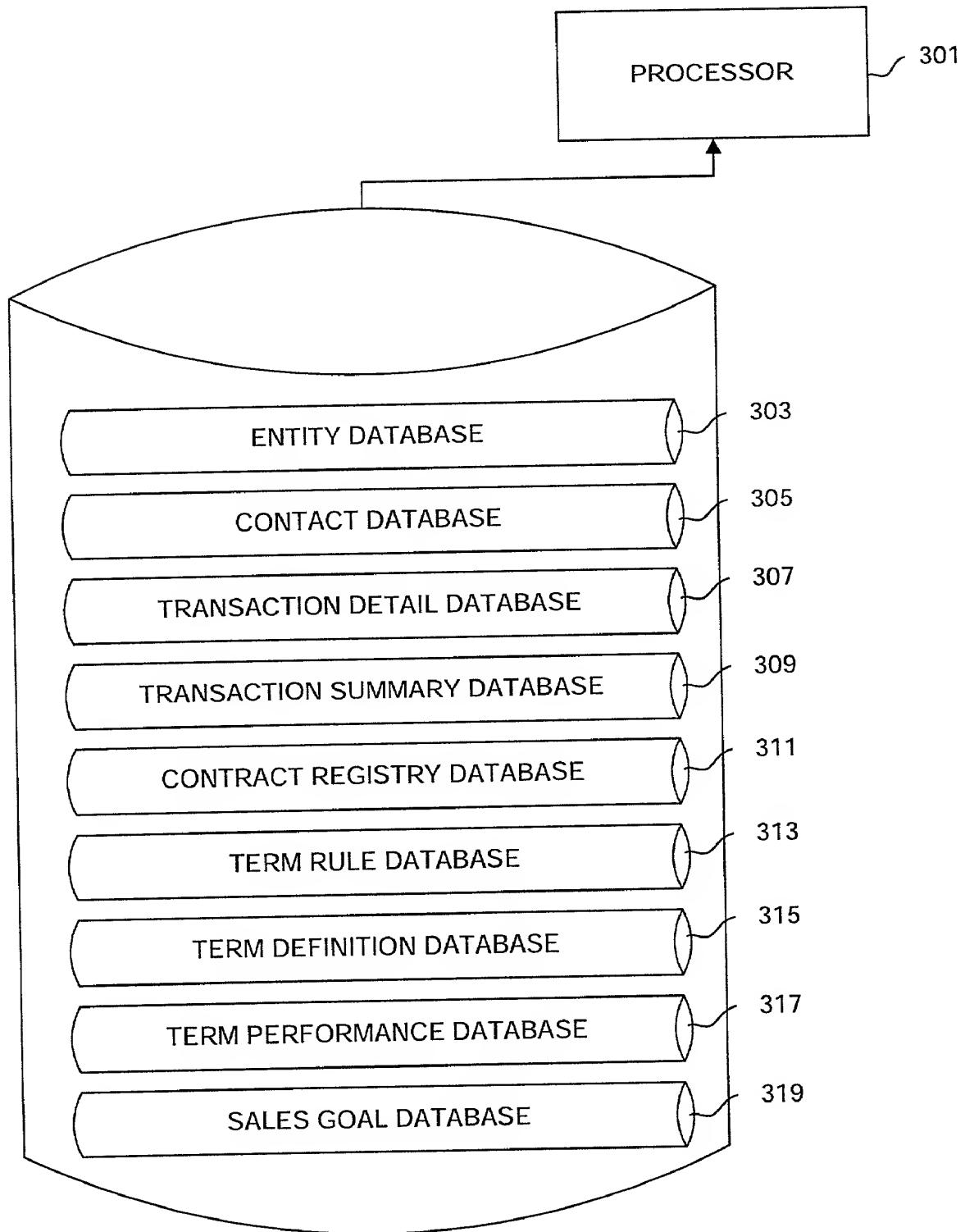


FIGURE 4.A  
CONTRACT-DESIGNATED TRANSACTION

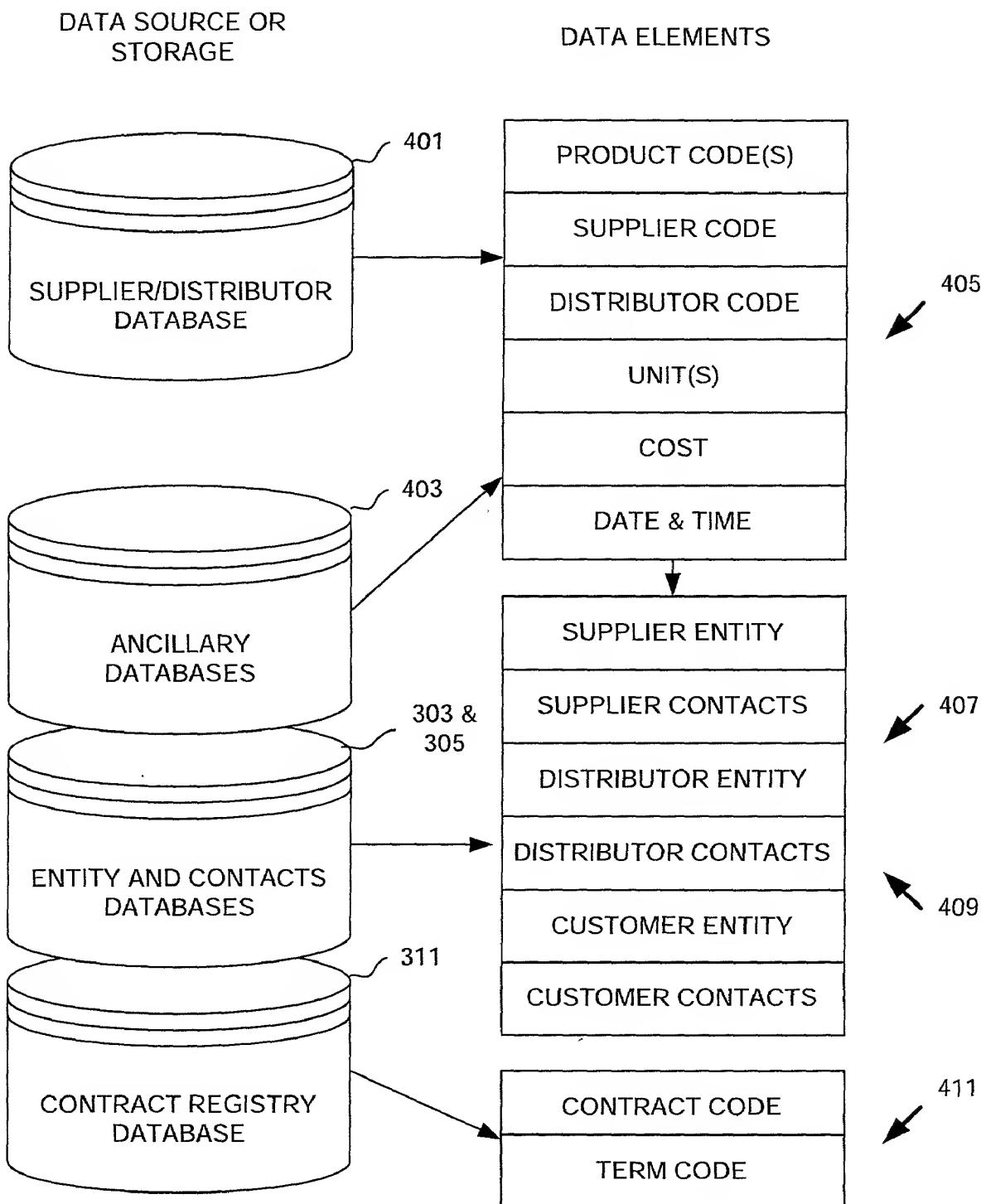


FIGURE 5.A  
INPUT CONTRACT ENTITIES AND CONTACTS

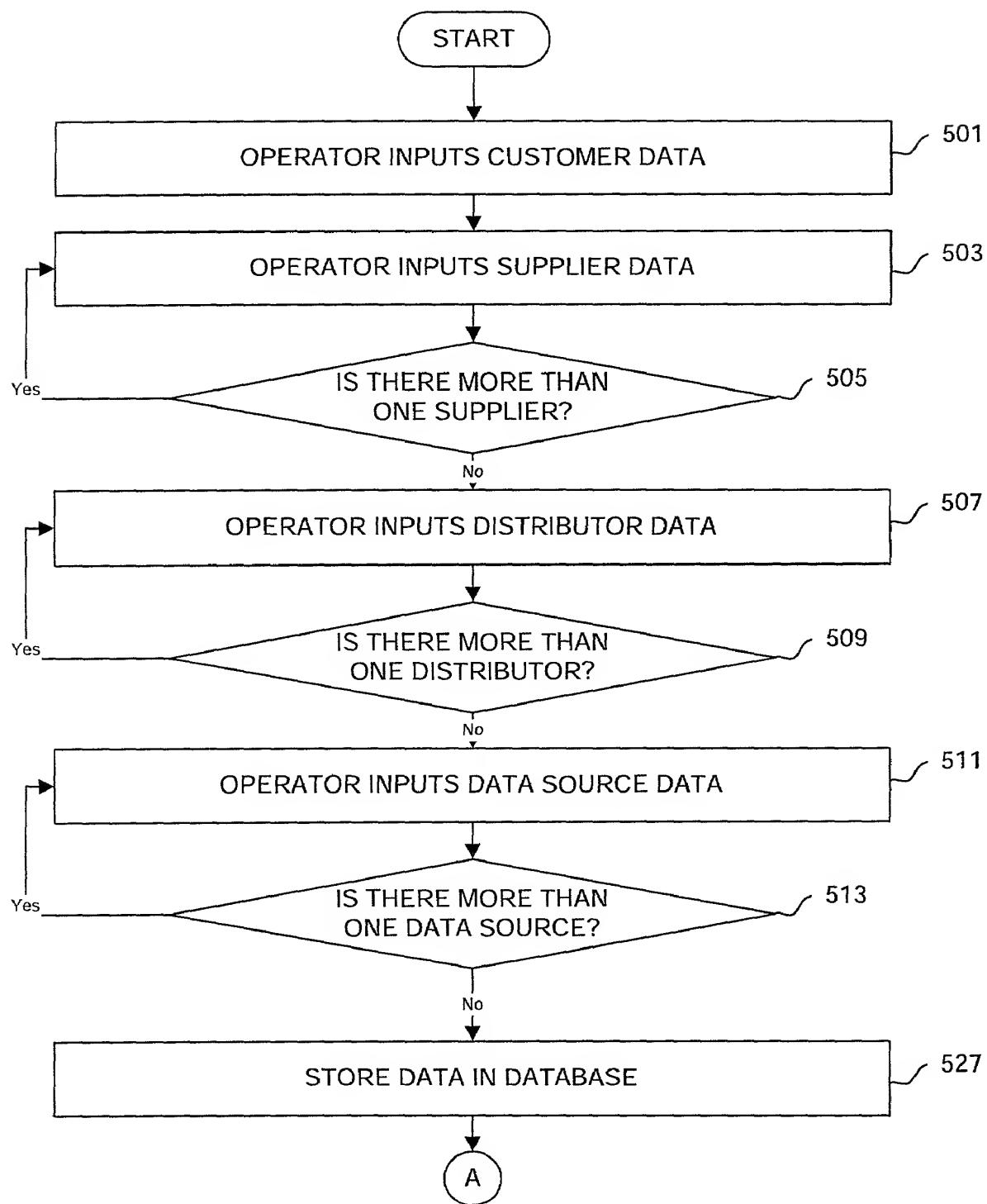


FIGURE 5.B  
INPUT CONTRACT ENTITIES AND CONTACTS

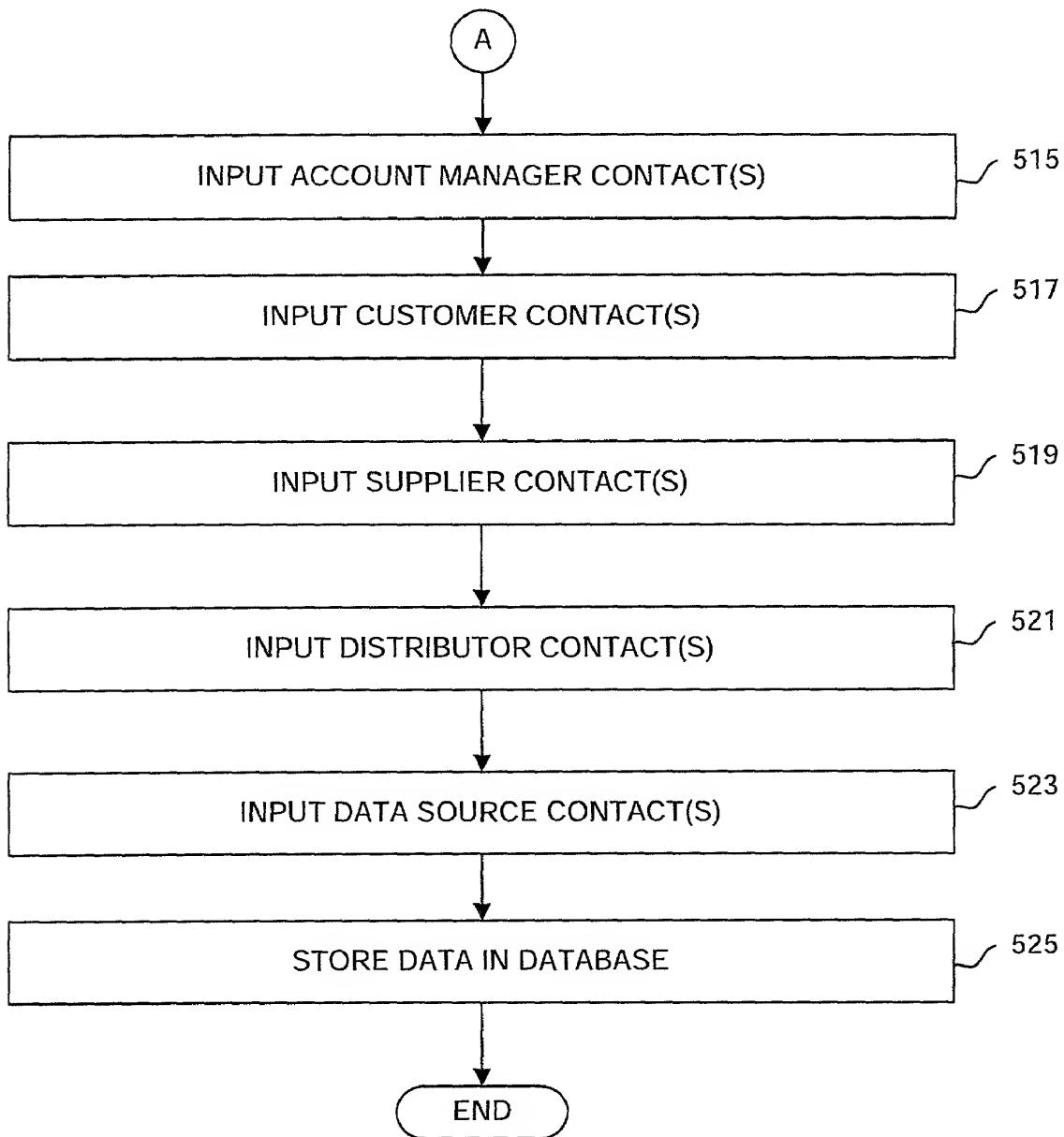


FIGURE 4.B  
CONTRACT-DESIGNATED TRANSACTION

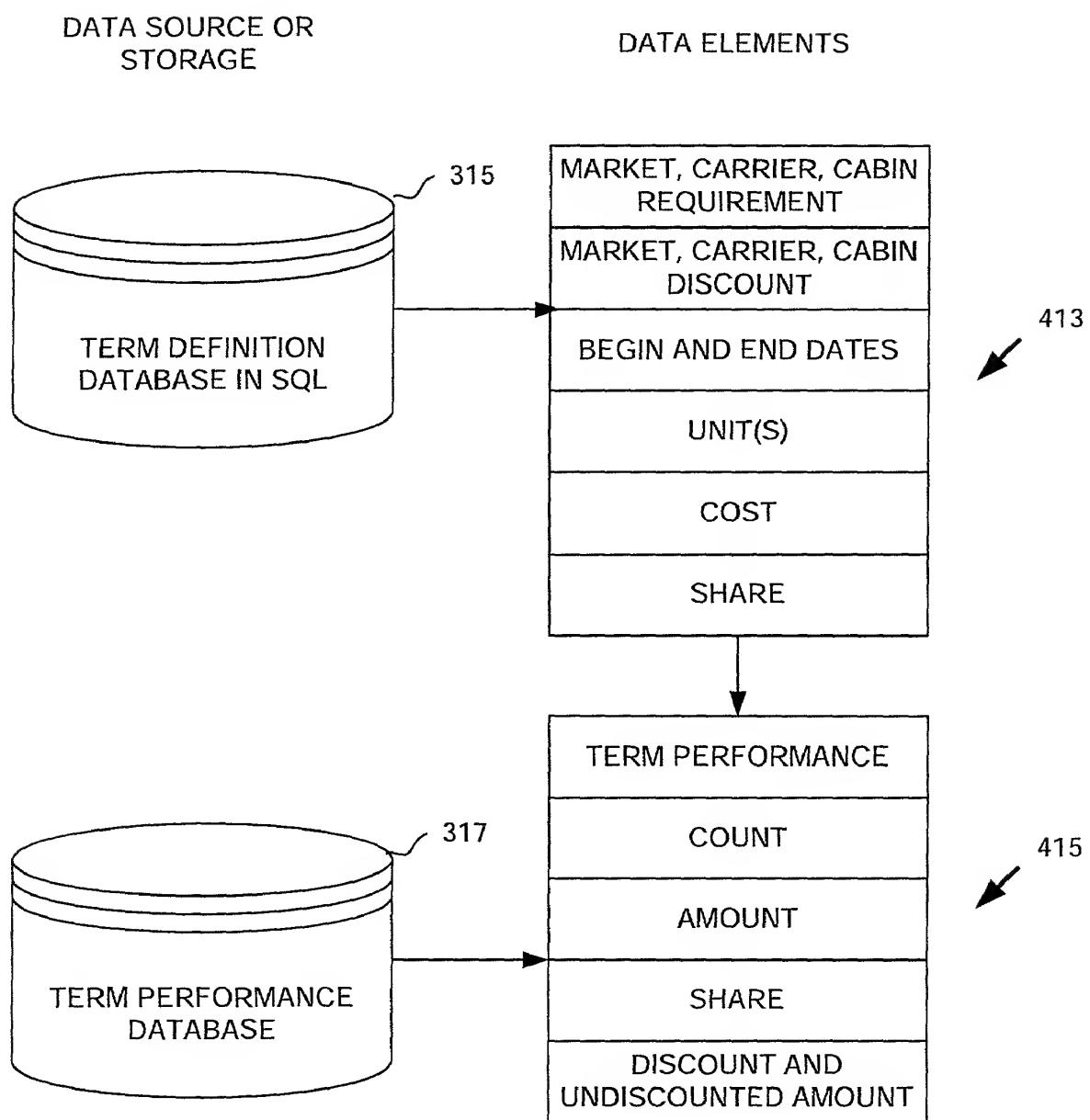


FIGURE 6:  
ESTABLISH CONTRACT AND TERM RULES

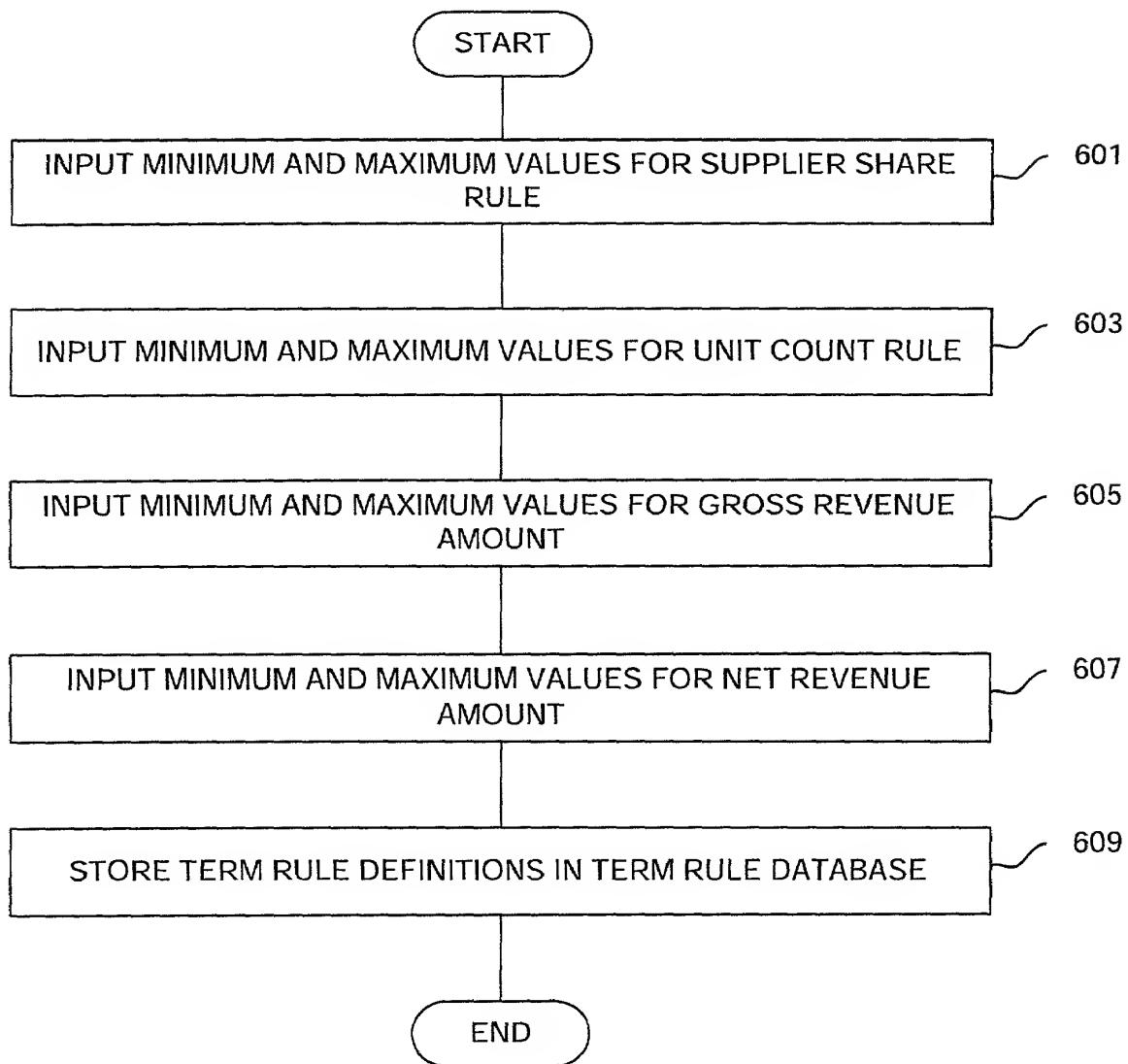


FIGURE 7.A:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

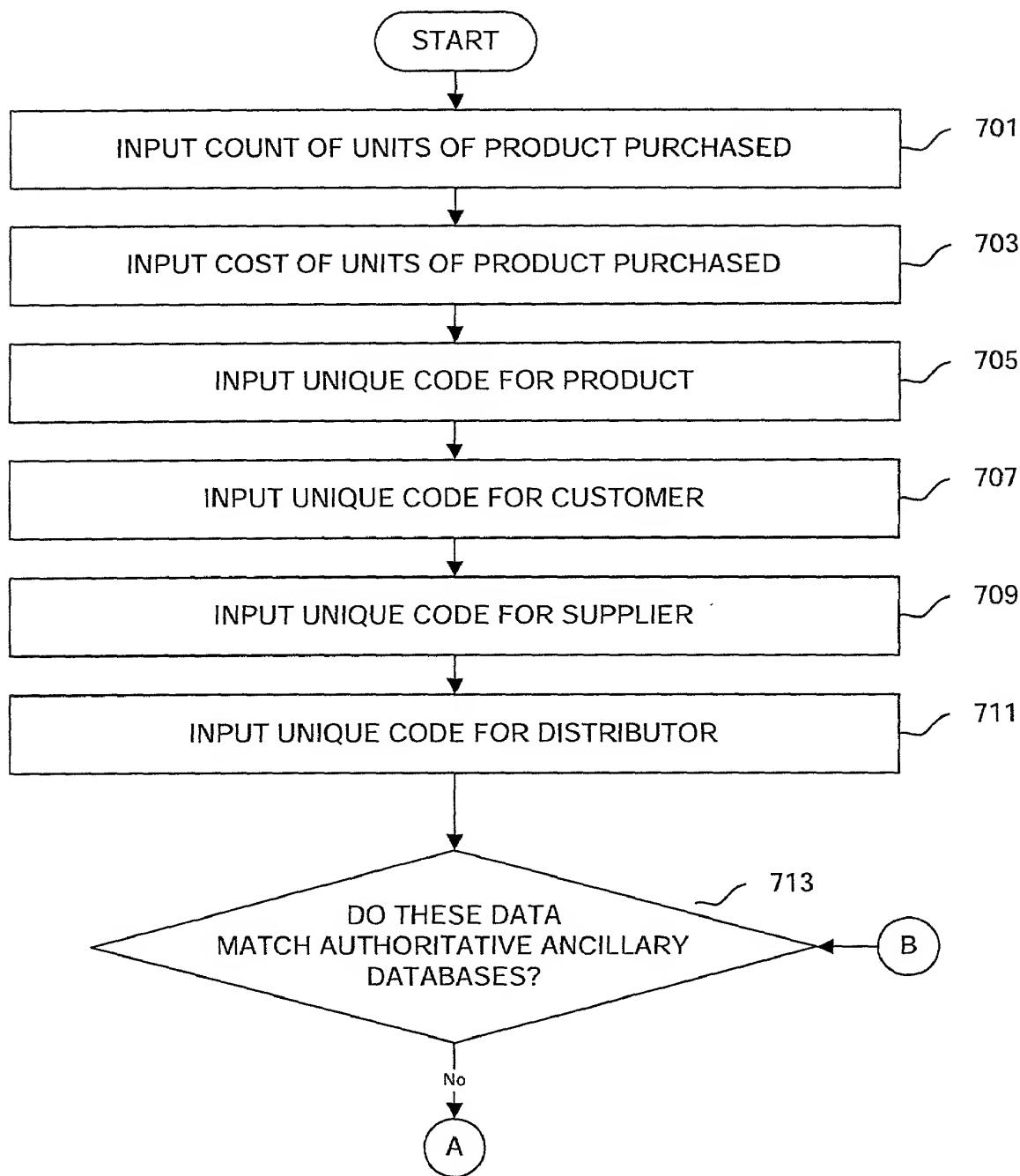


FIGURE 7.B:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

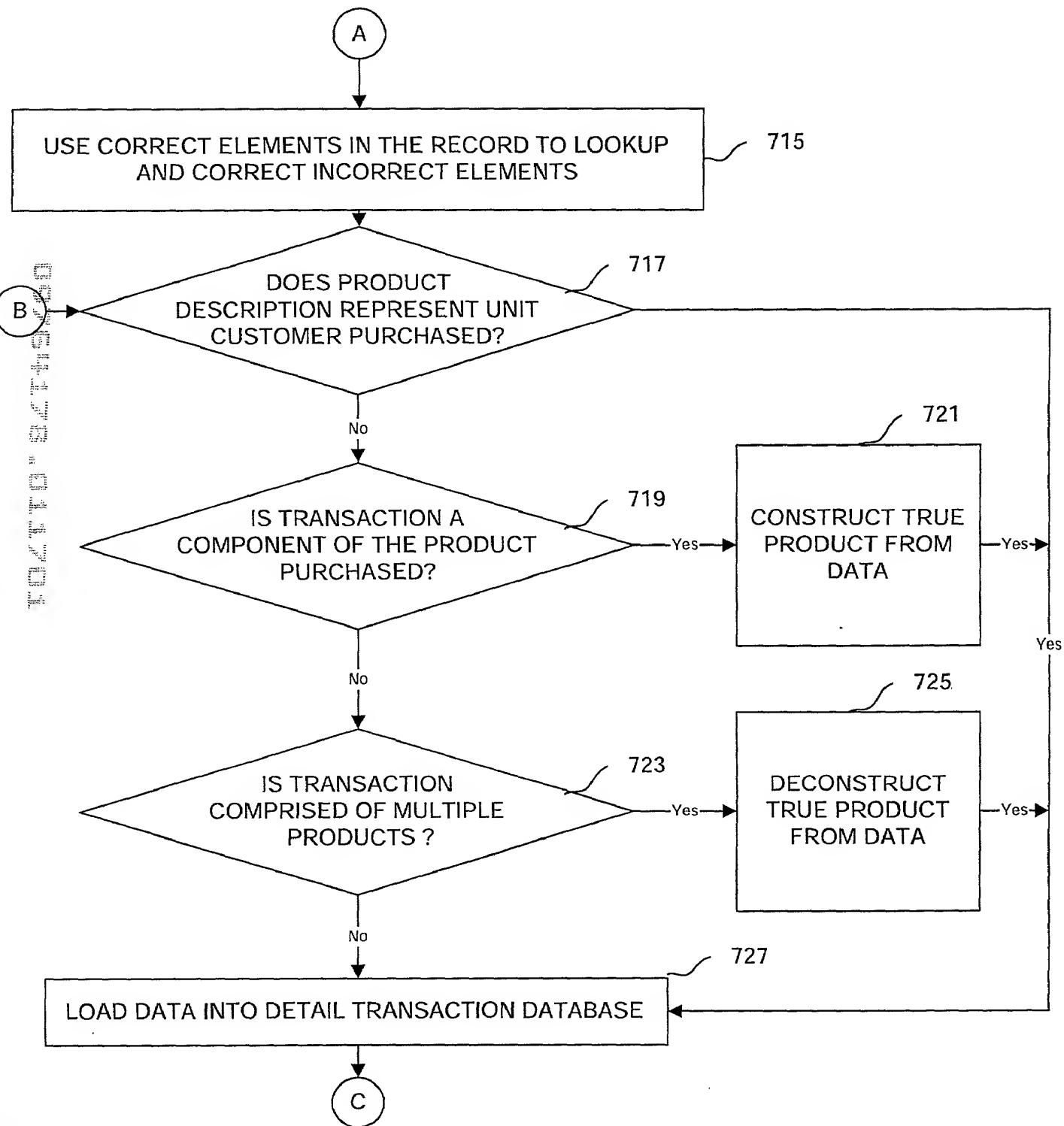


FIGURE 7.C:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

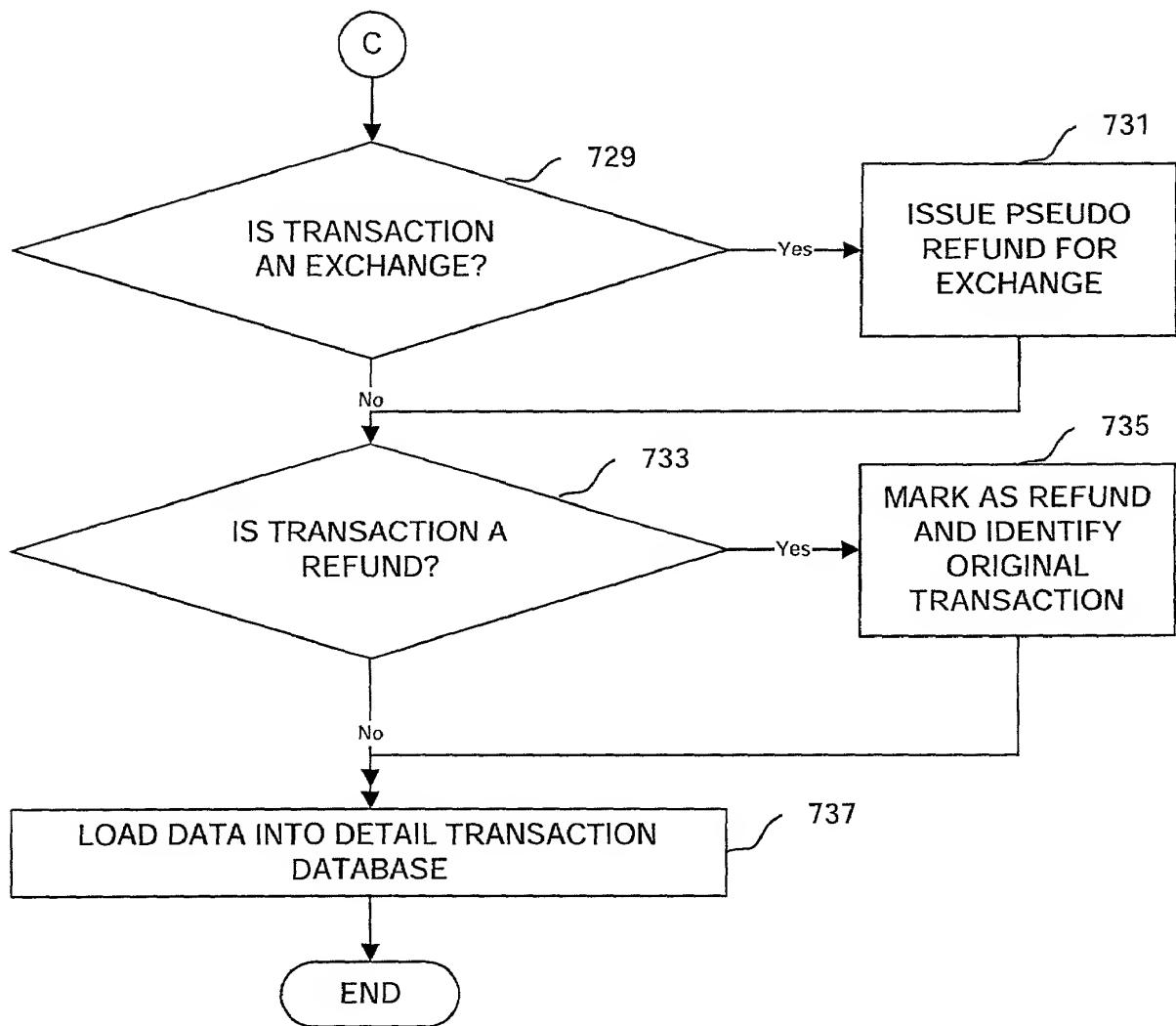


FIGURE 8.A  
DEFINE CONTRACT AND PERFORMANCE TERMS

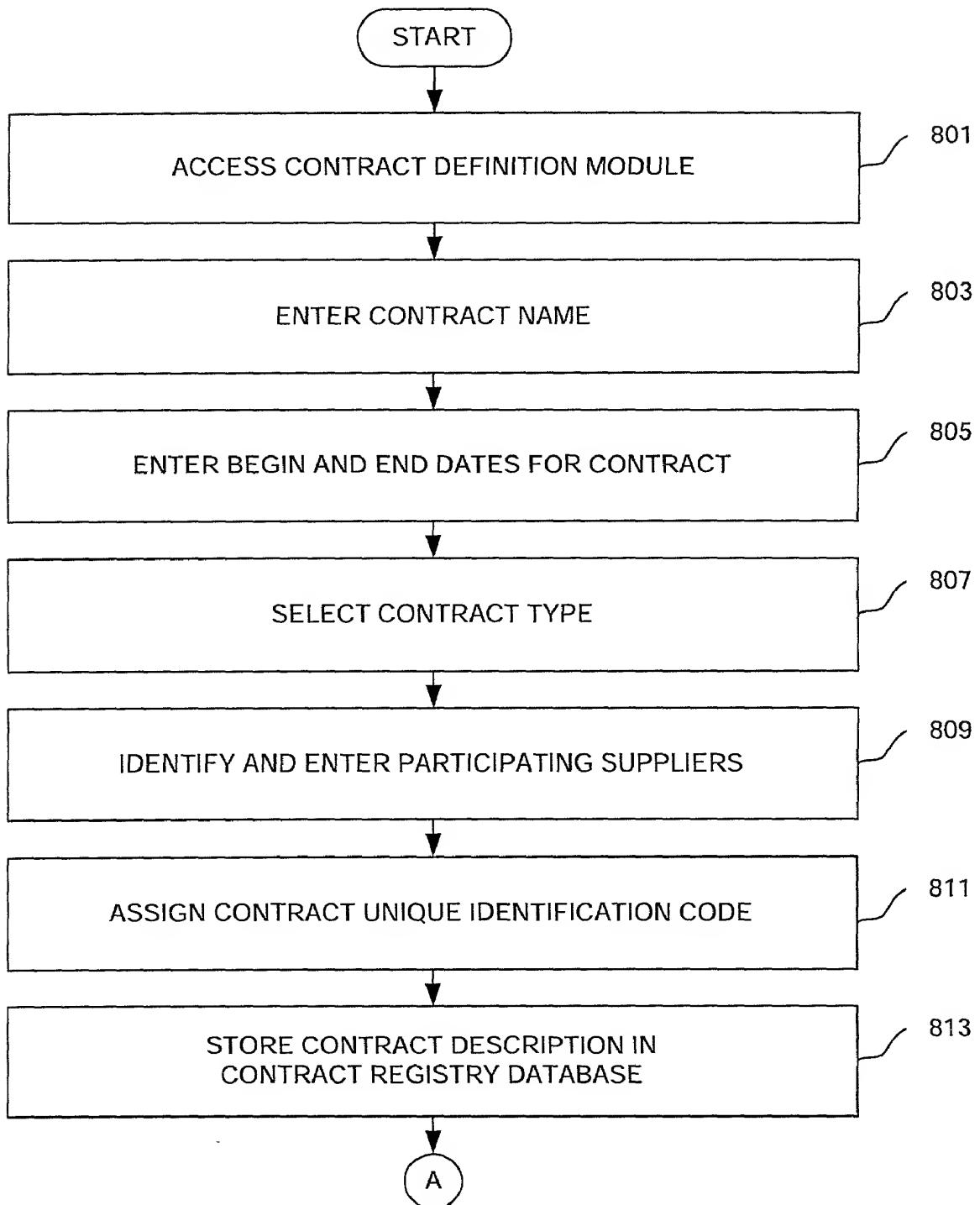


FIGURE 8.B  
DEFINE CONTRACT AND PERFORMANCE TERMS

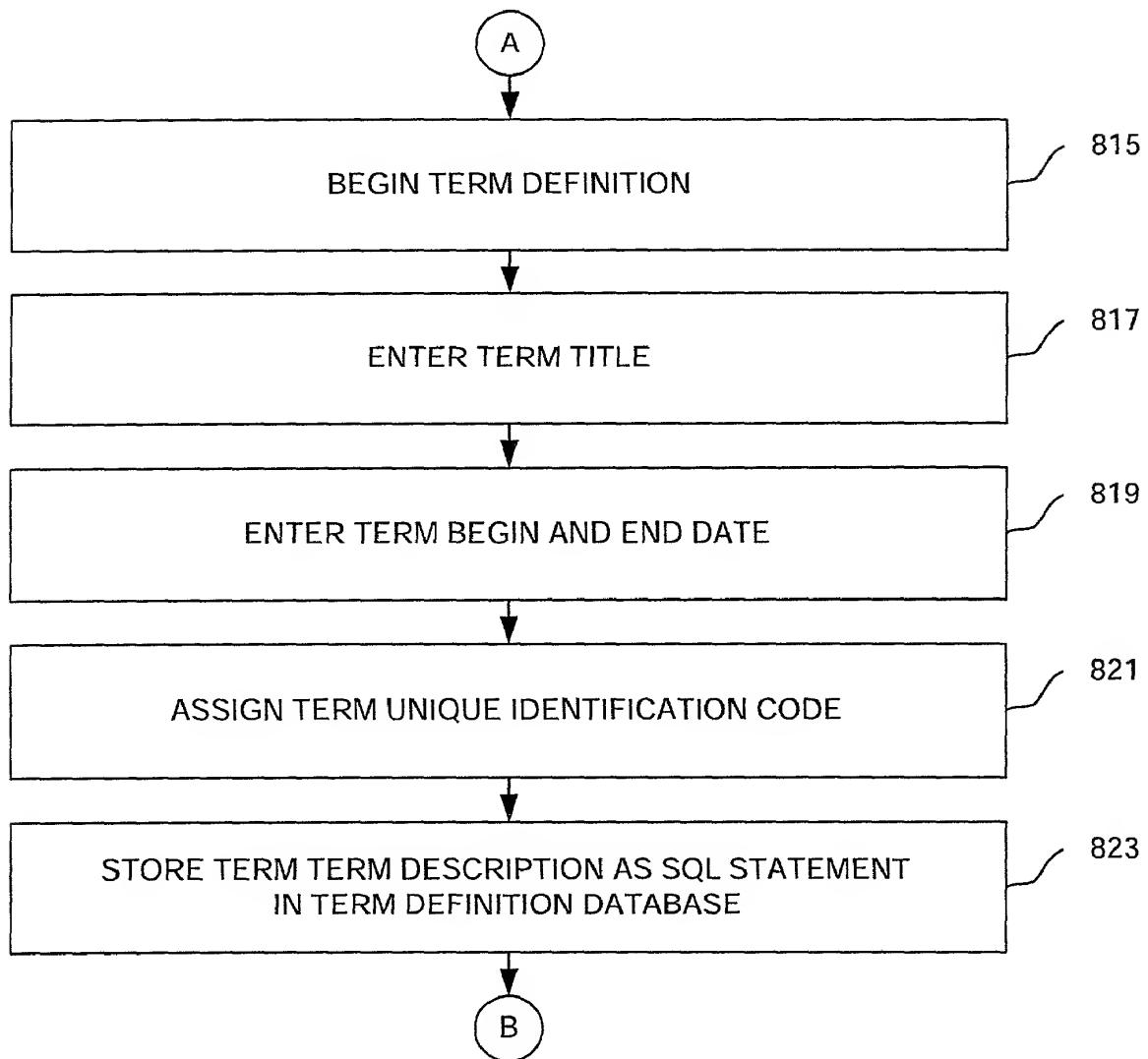


FIGURE 8.C  
DEFINE CONTRACT AND PERFORMANCE TERMS

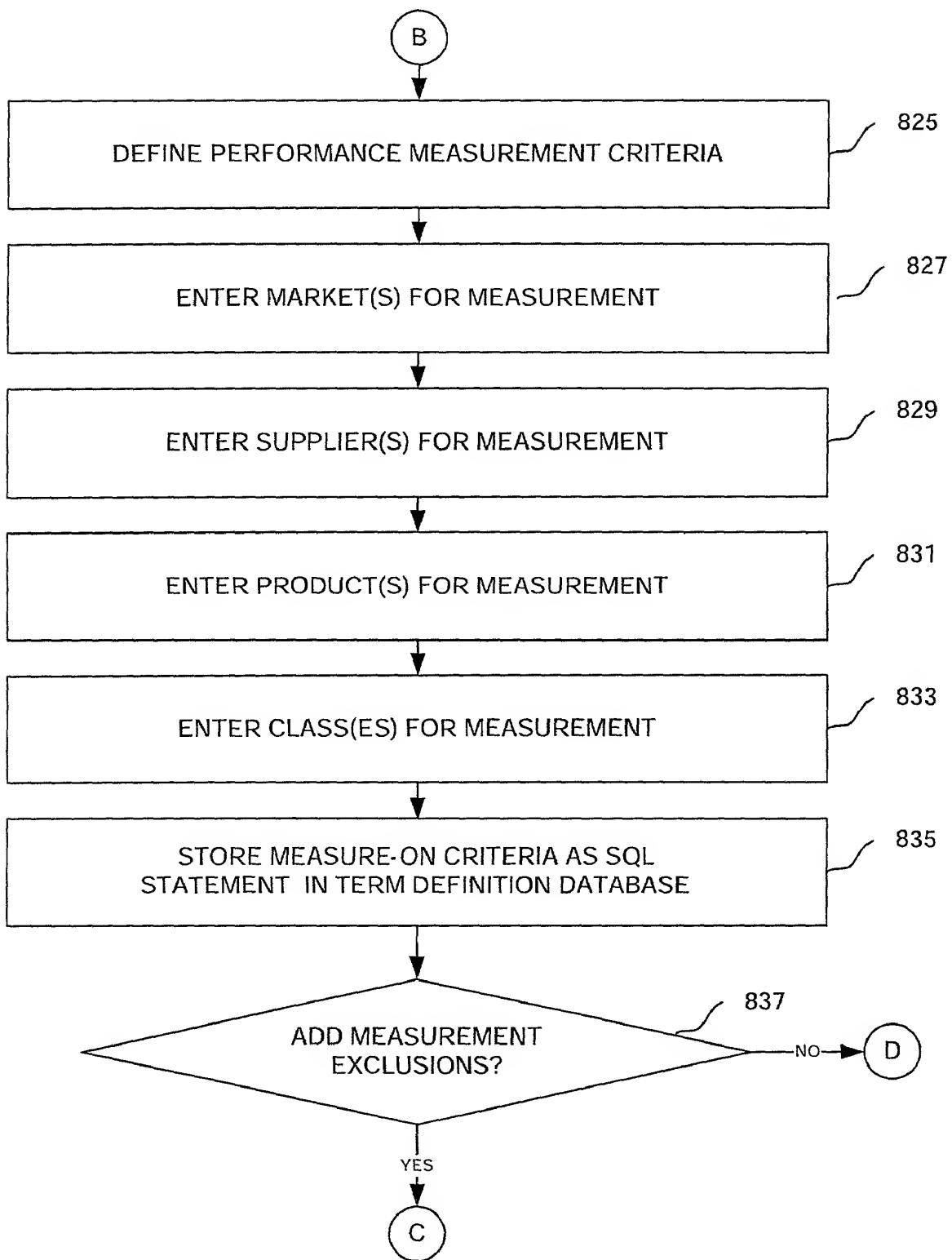


FIGURE 8.D  
DEFINE CONTRACT AND PERFORMANCE TERMS

TOP SECRET//SI

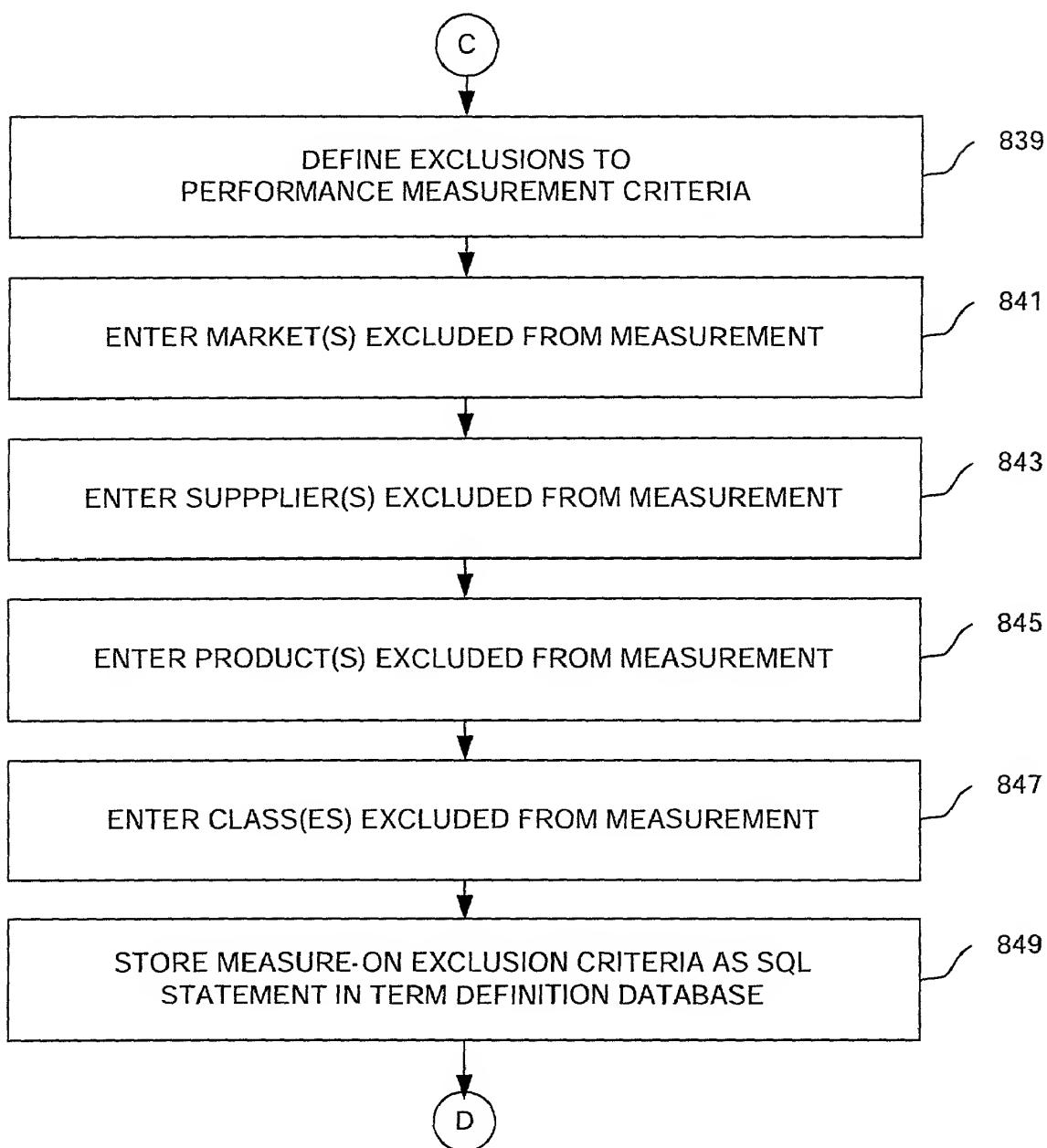


FIGURE 8.E  
DEFINE CONTRACT AND PERFORMANCE TERMS

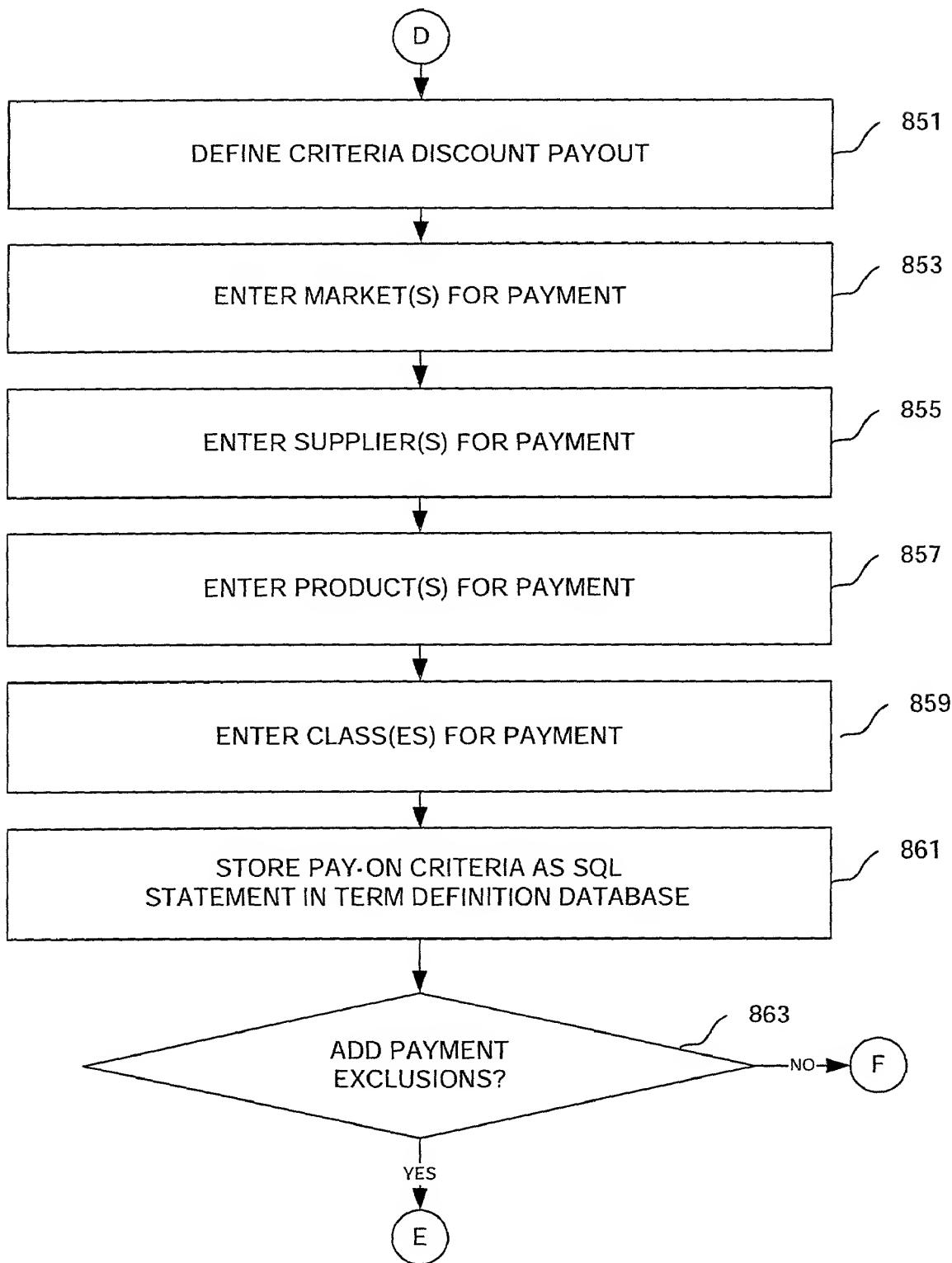


FIGURE 8.F  
DEFINE CONTRACT AND PERFORMANCE TERMS

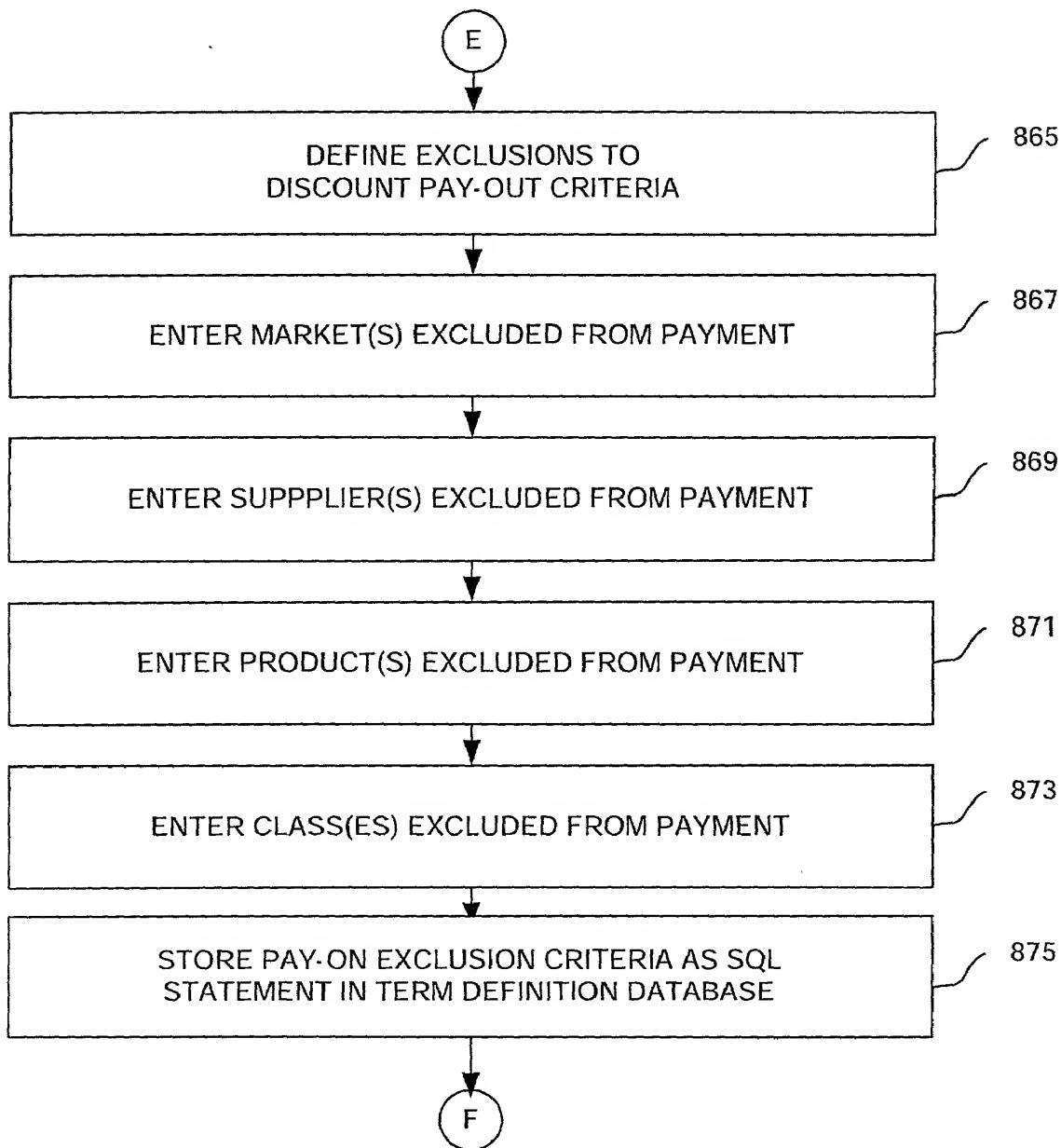


FIGURE 8.G  
DEFINE CONTRACT AND PERFORMANCE TERMS

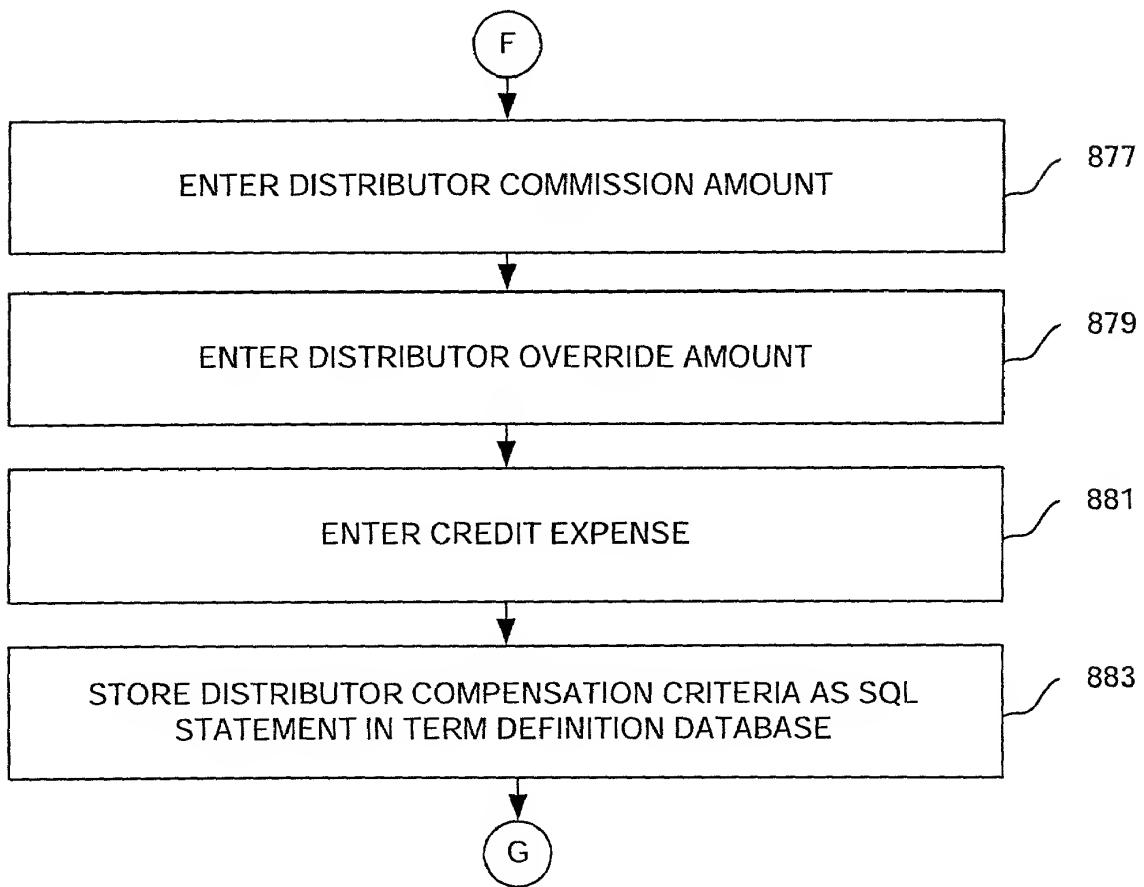


FIGURE 8.H  
DEFINE CONTRACT AND PERFORMANCE TERMS

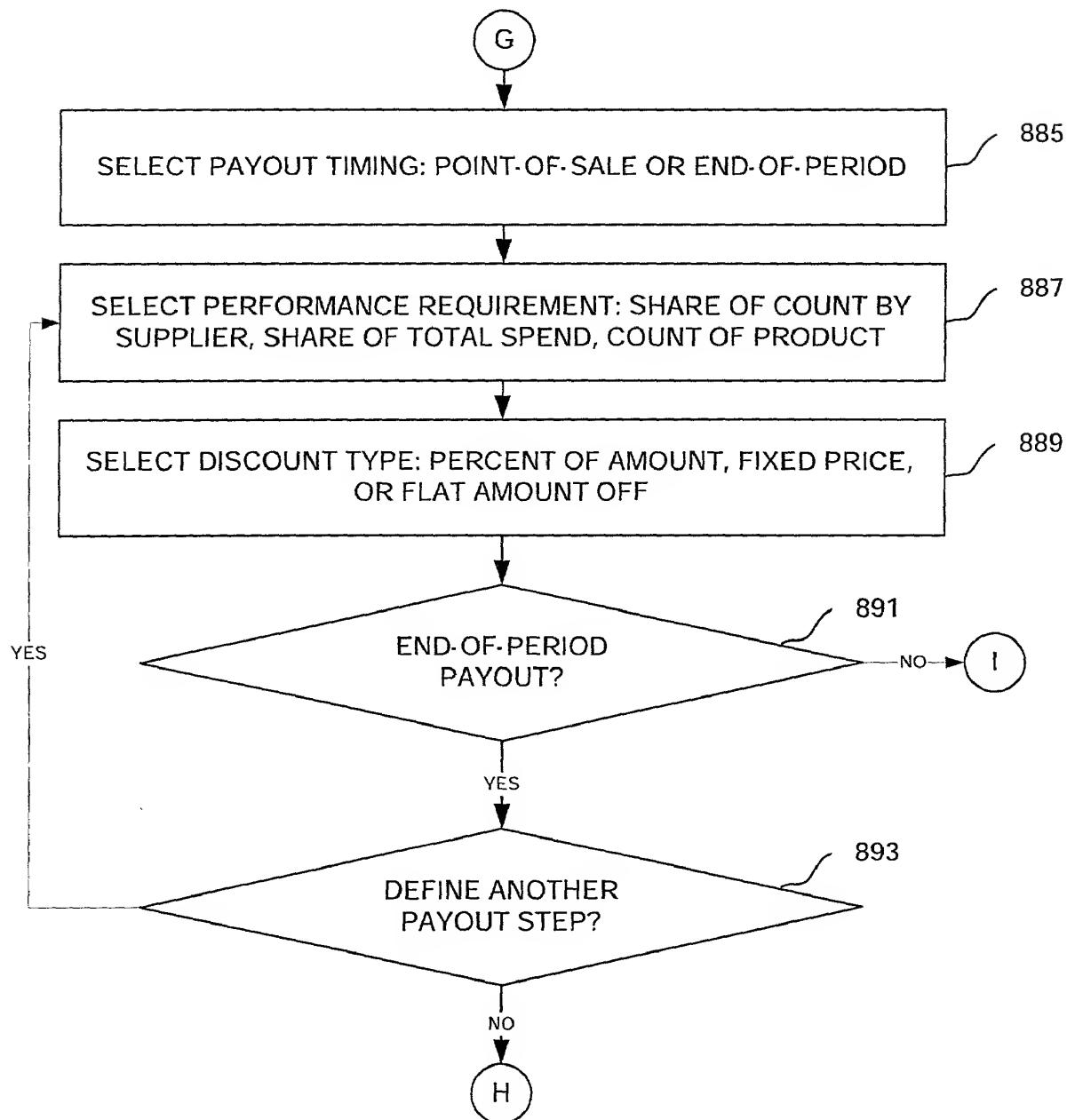


FIGURE 8.I  
DEFINE CONTRACT AND PERFORMANCE TERMS

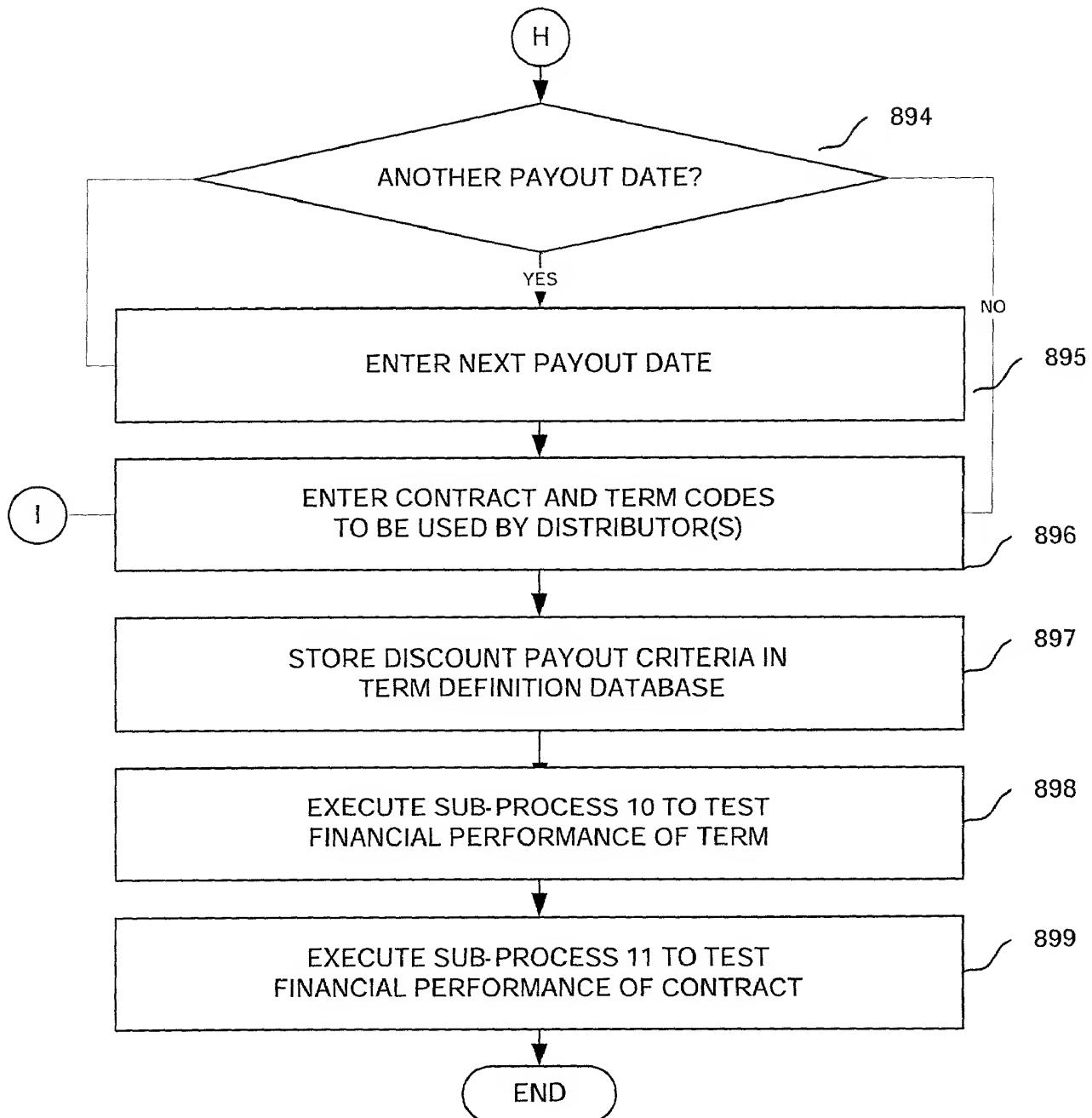


FIGURE 9.A  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

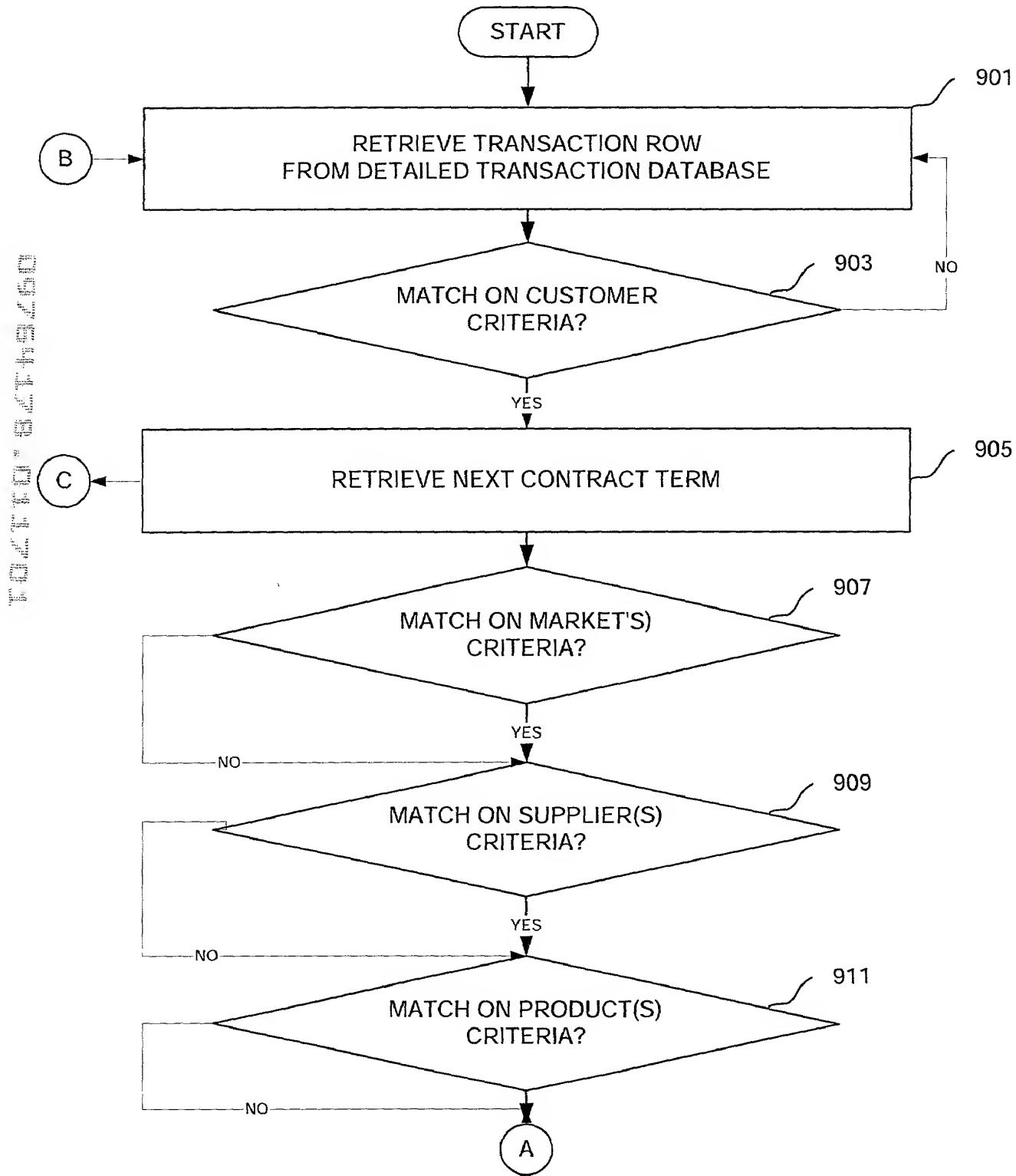


FIGURE 9.B  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

LOGIC NUMBER 913

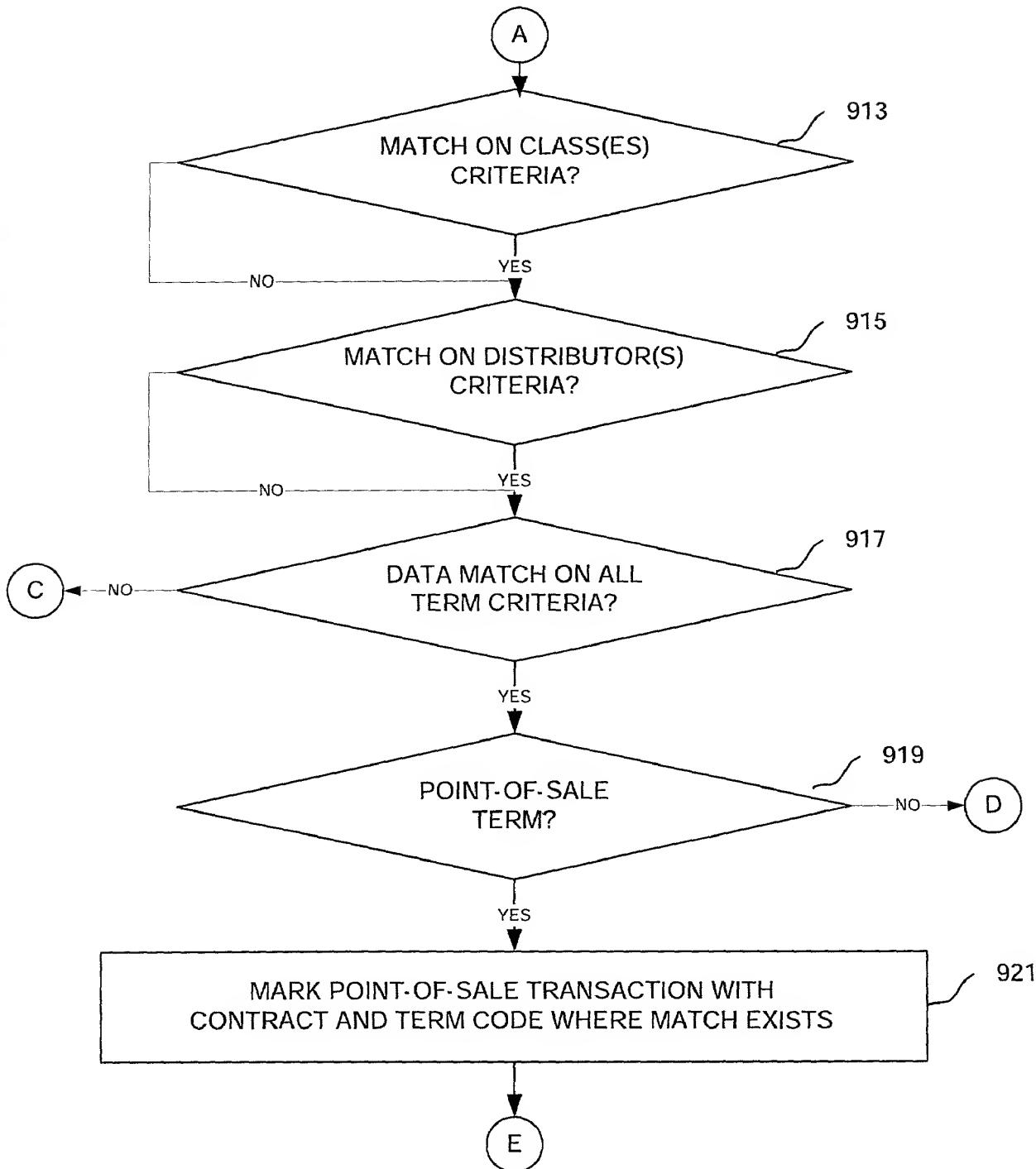


FIGURE 9.C  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

TRANS. & BILLING

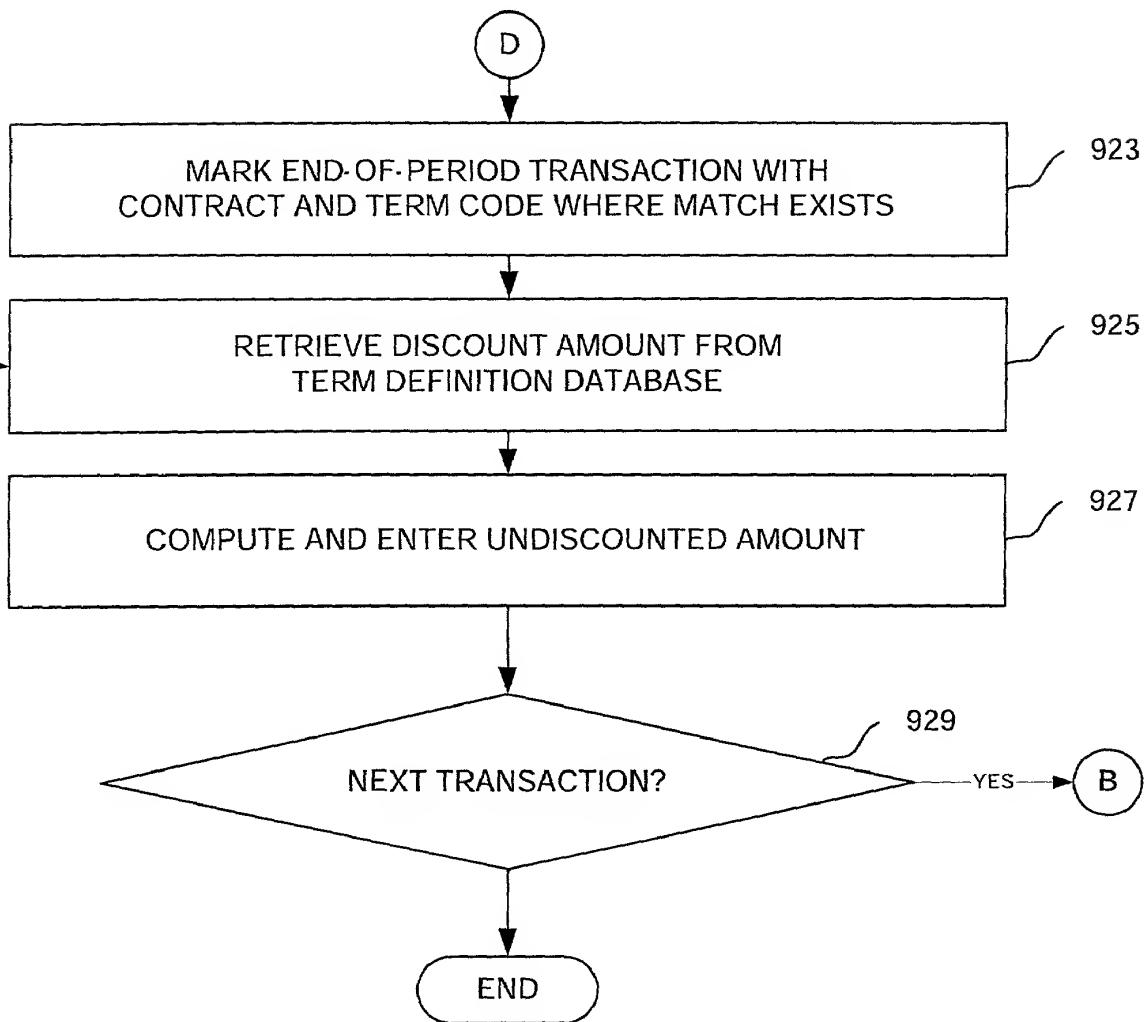


FIGURE 10.A:  
CREATE TRANSACTION SUMMARY DATABASE

TOP SECRET//COMINT

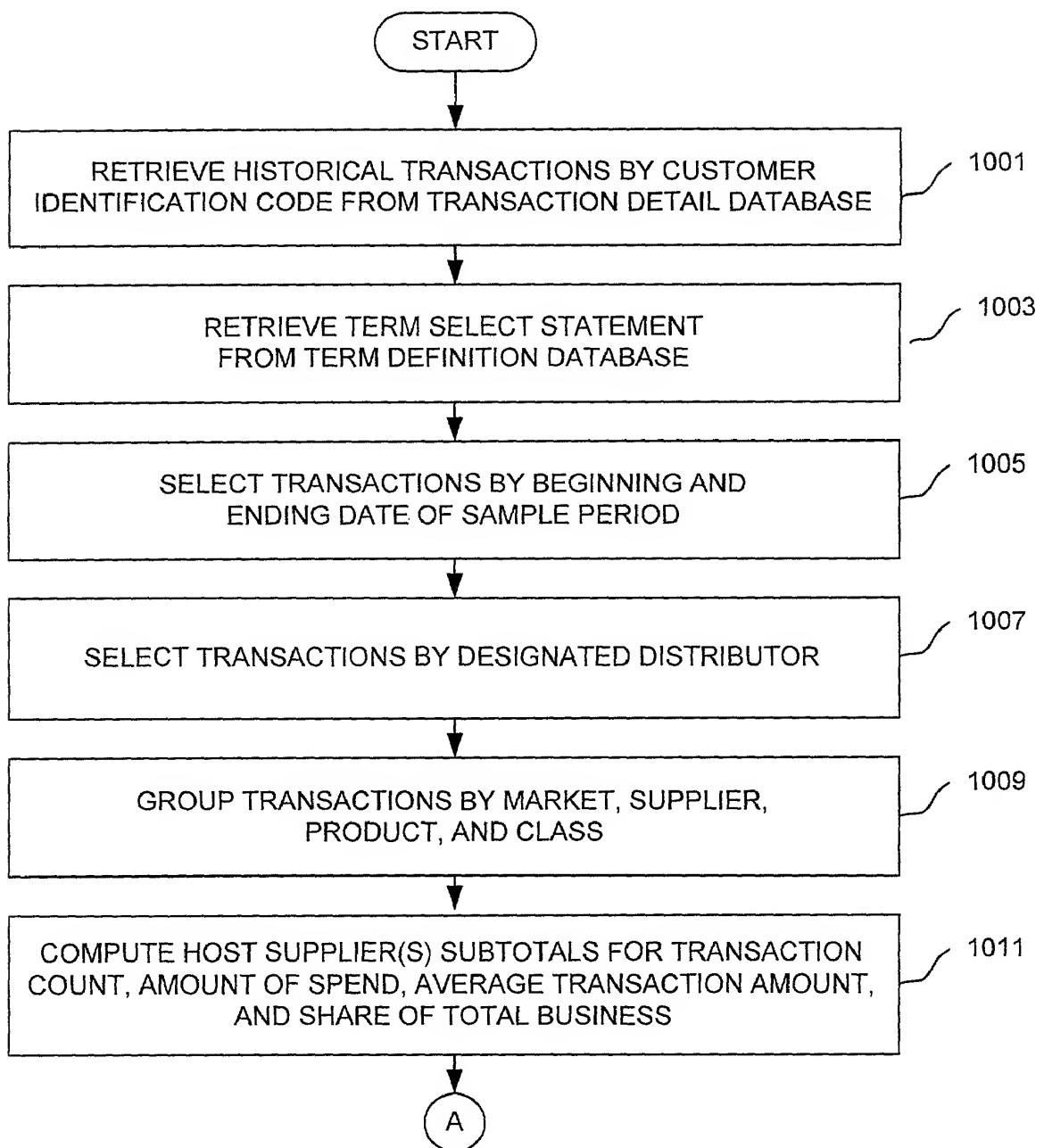


FIGURE 10.B:  
CREATE TRANSACTION SUMMARY DATABASE

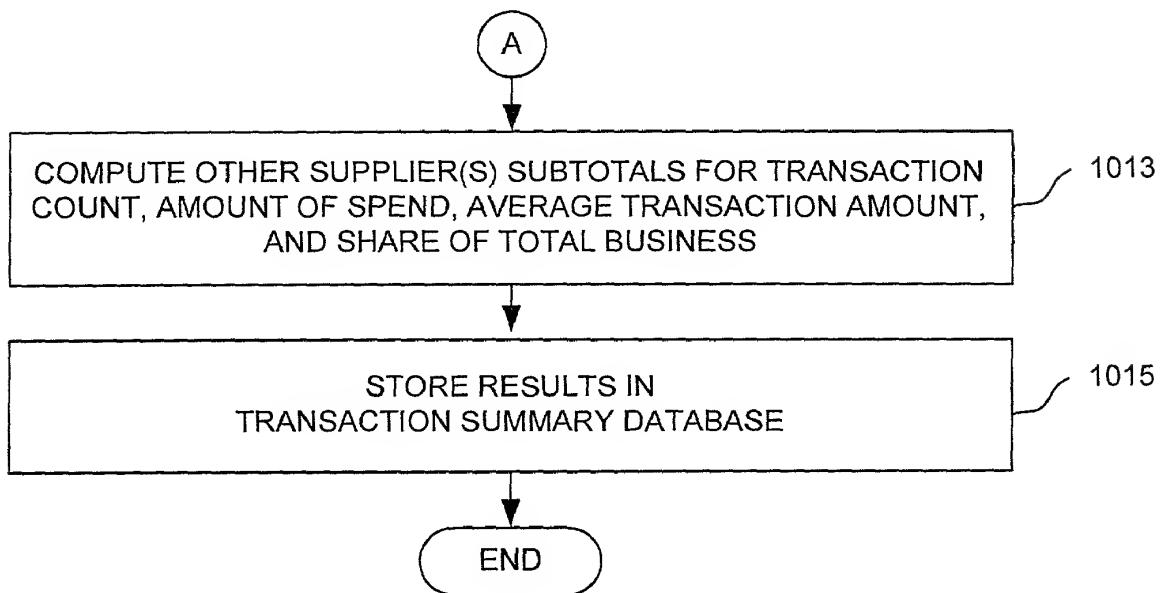


FIGURE 11.A  
FORECAST TERM PERFORMANCE

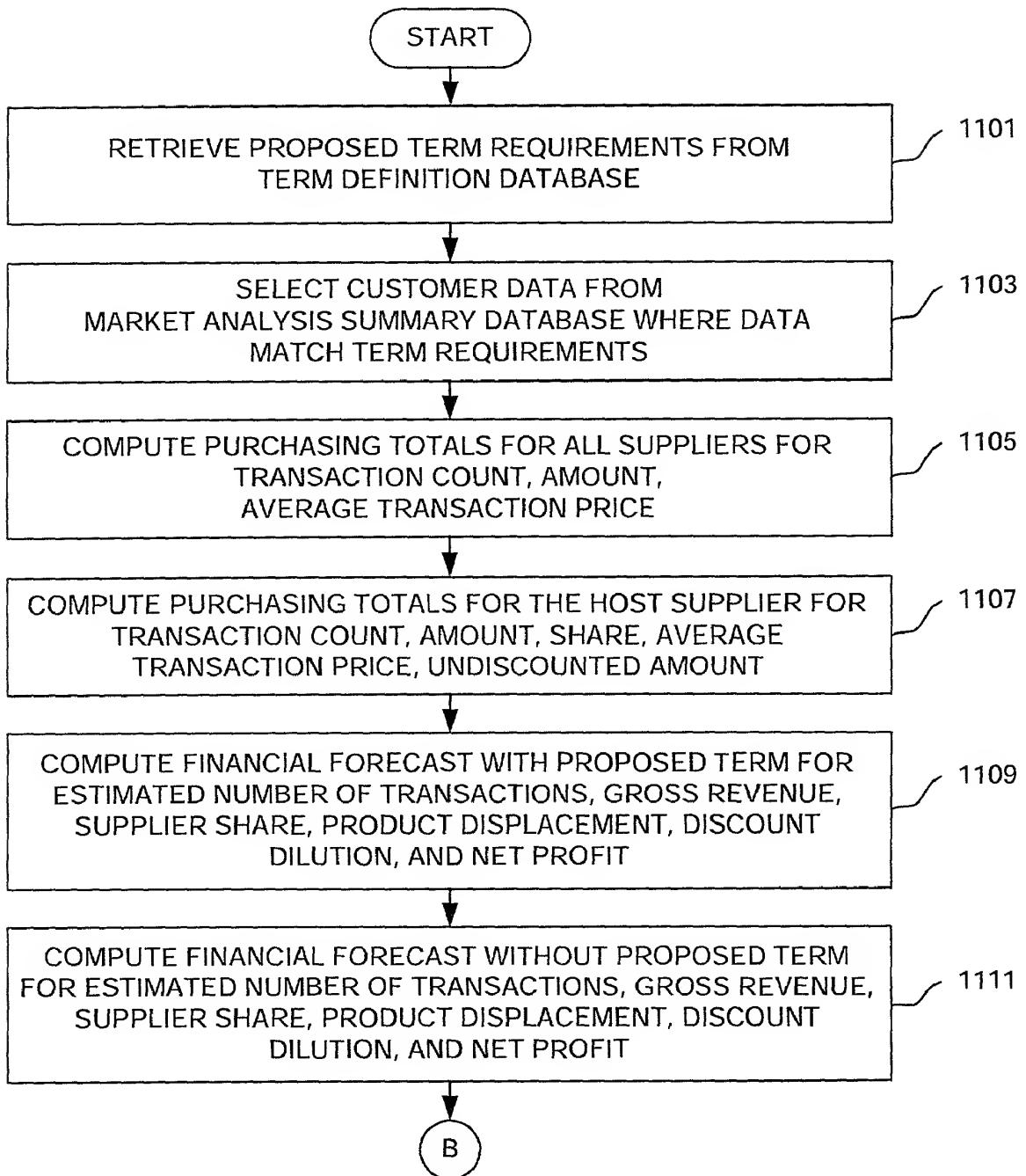


FIGURE 11.B  
FORECAST TERM PERFORMANCE

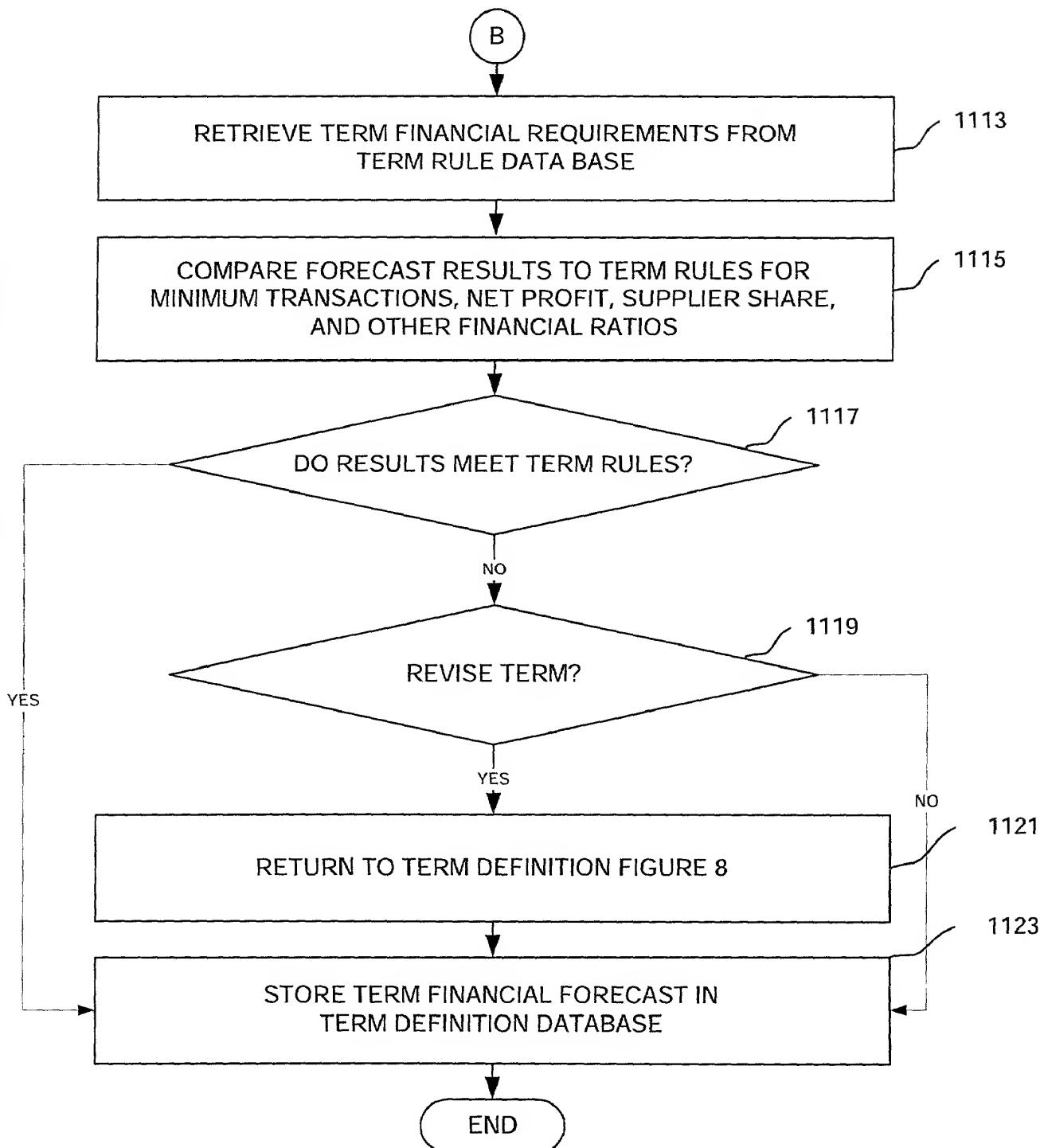


FIGURE 12.A  
FORECAST CONTRACT PERFORMANCE

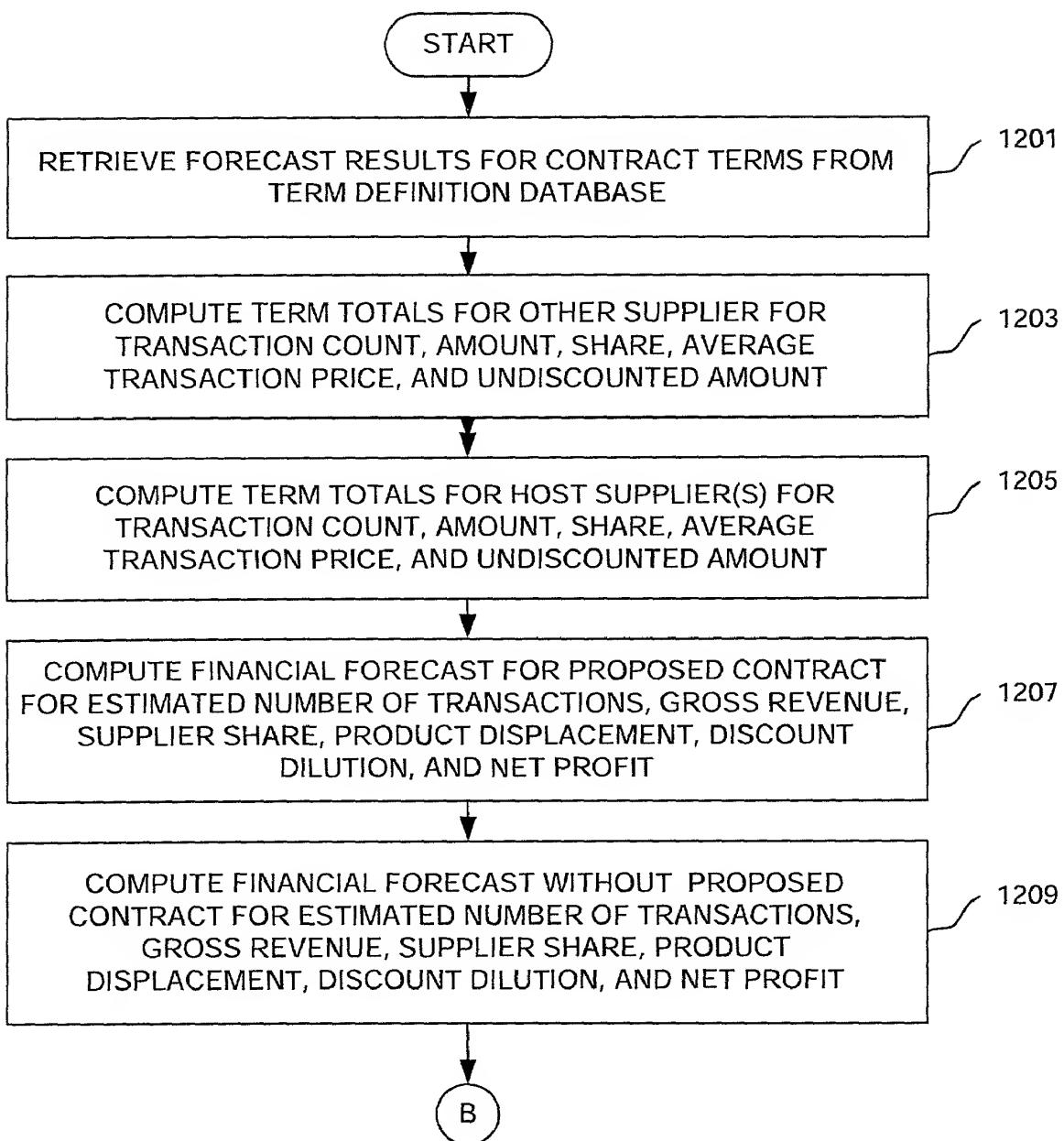


FIGURE 12.B  
FORECAST CONTRACT PERFORMANCE

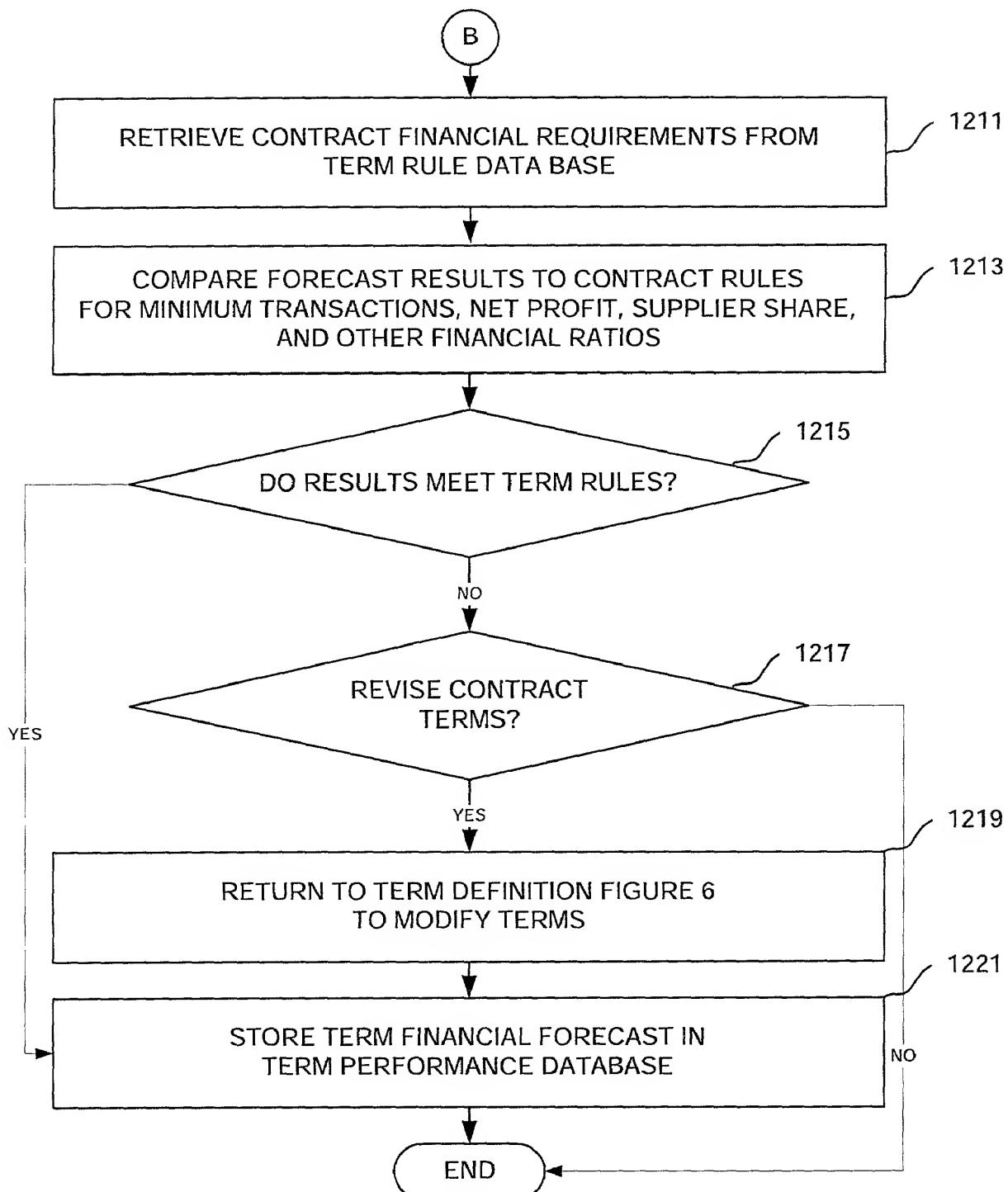


FIGURE 13  
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

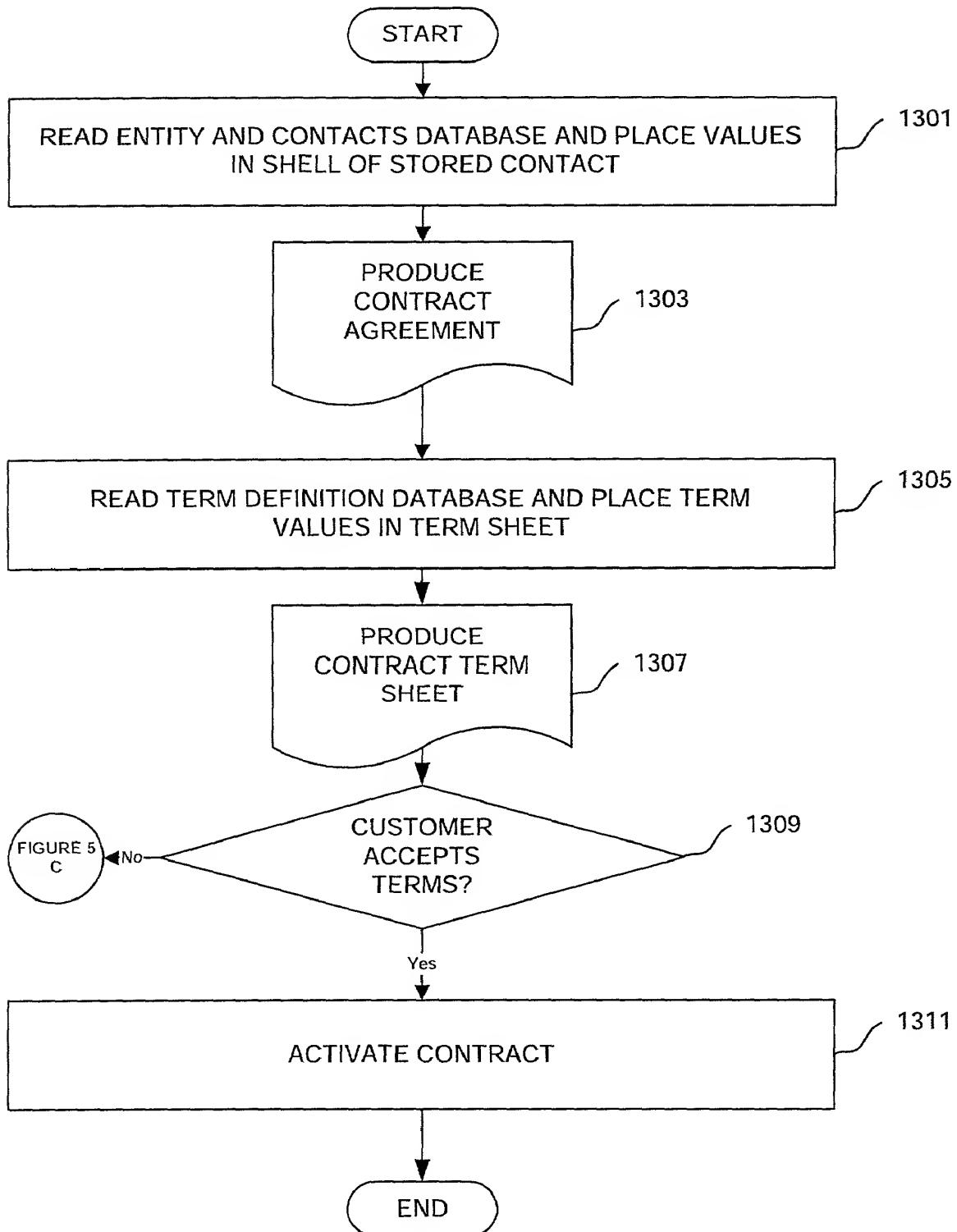


FIGURE 14.A  
AUDIT DISCOUNTED TRANSACTIONS

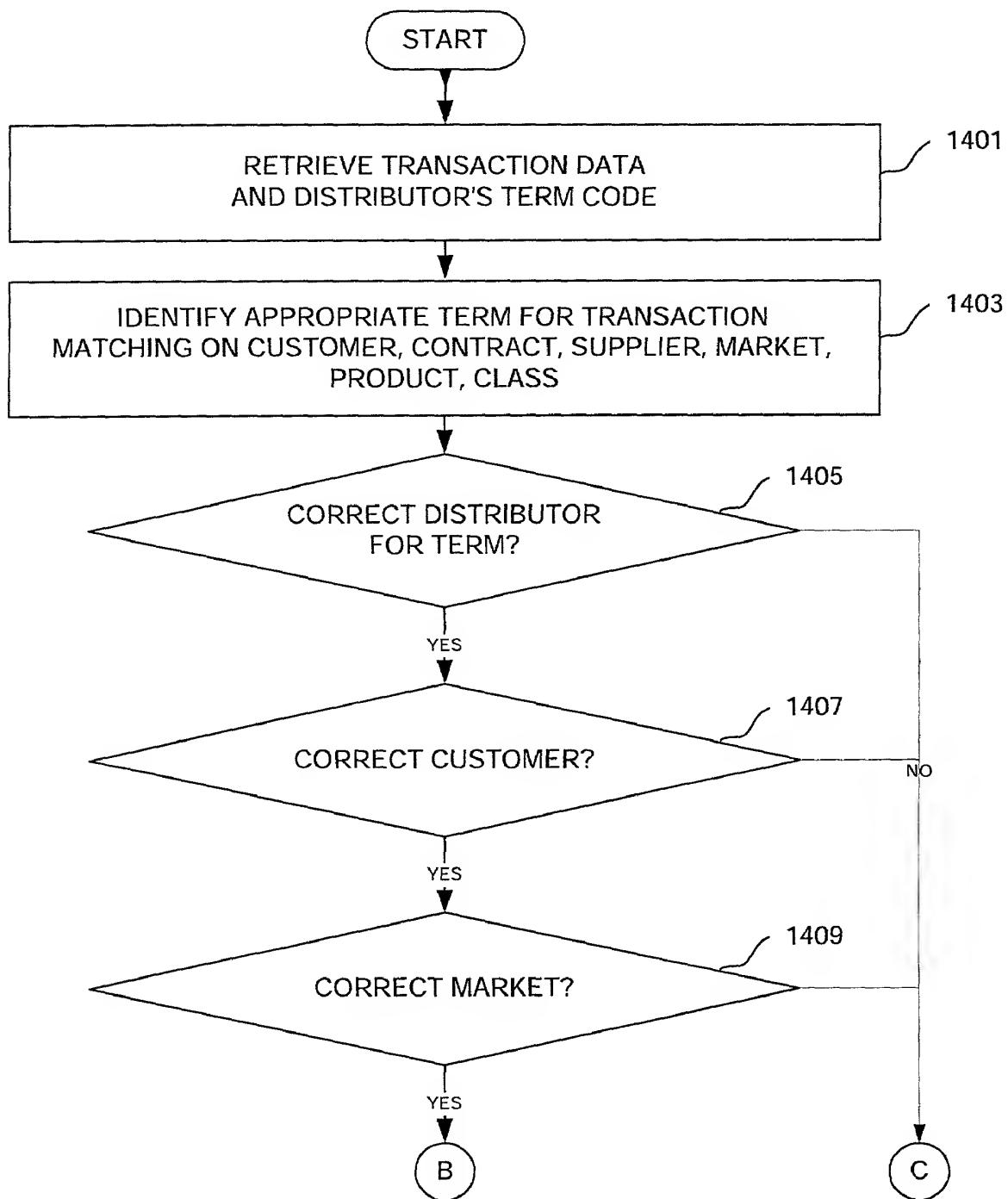


FIGURE 14.B  
AUDIT DISCOUNTED TRANSACTIONS

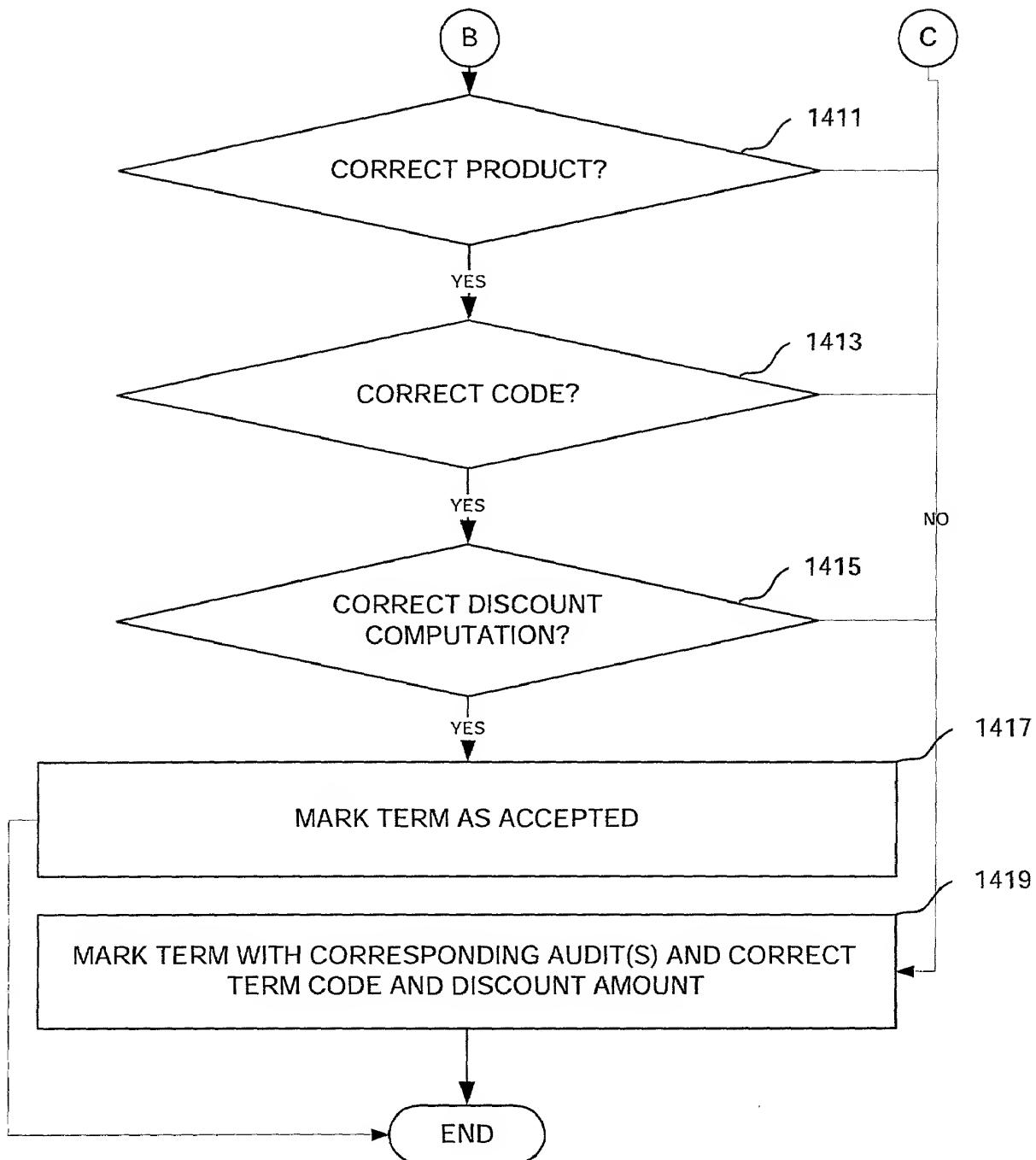


FIGURE 15A:  
MEASURE ACTUAL CONTRACT PERFORMANCE

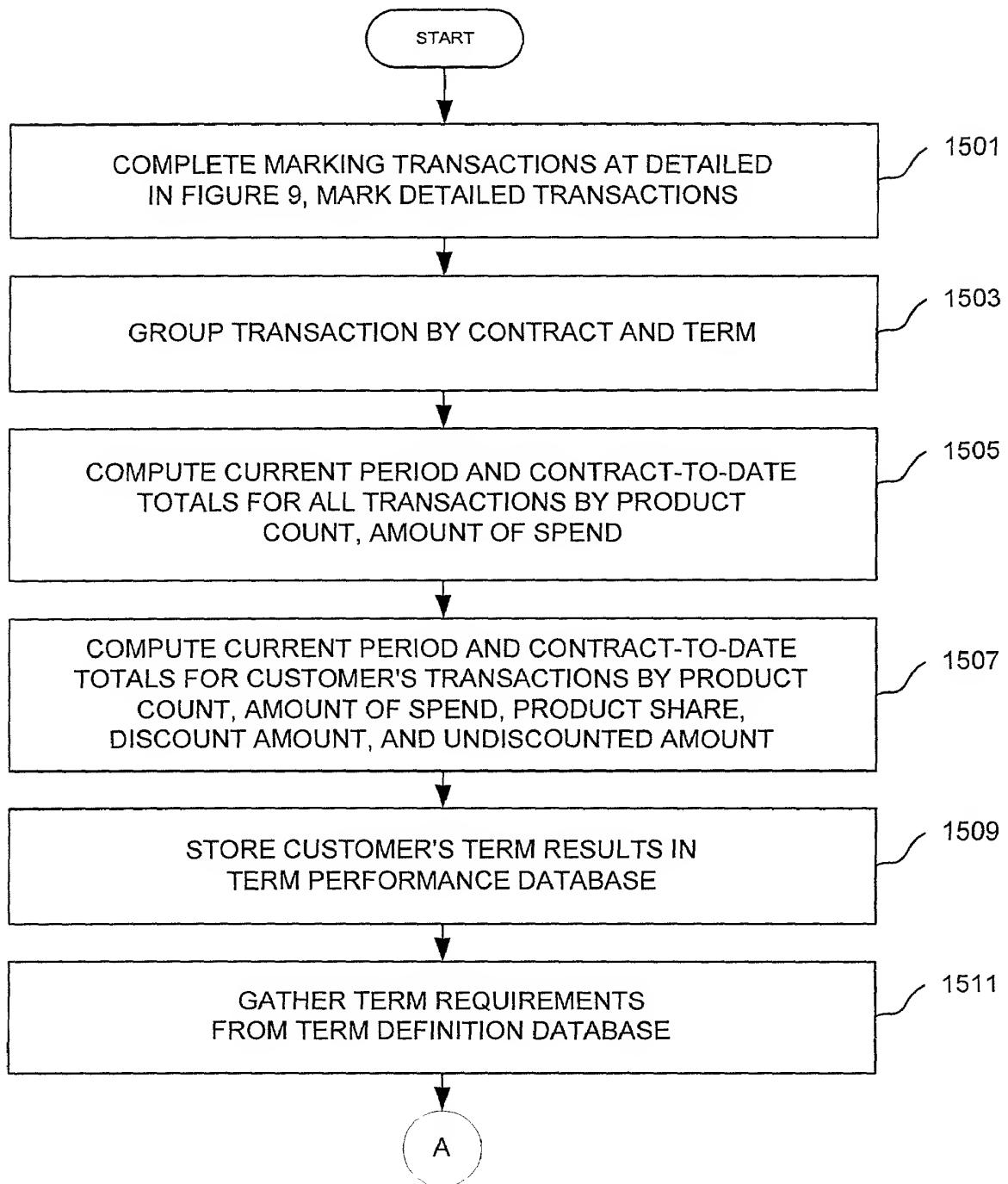


FIGURE 15B:  
MEASURE ACTUAL CONTRACT PERFORMANCE

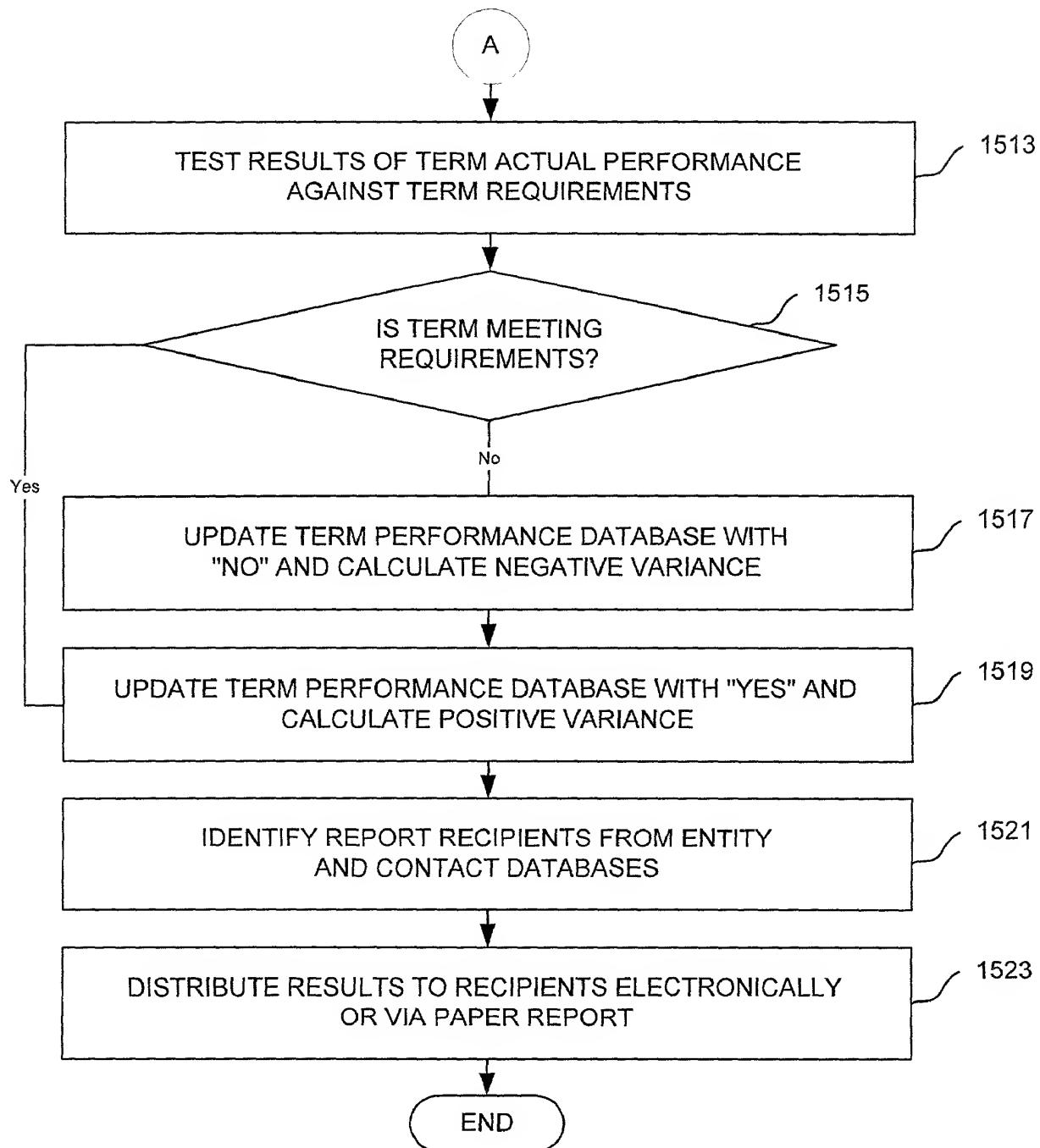


FIGURE 16:  
RECONCILE TERM PERFORMANCE

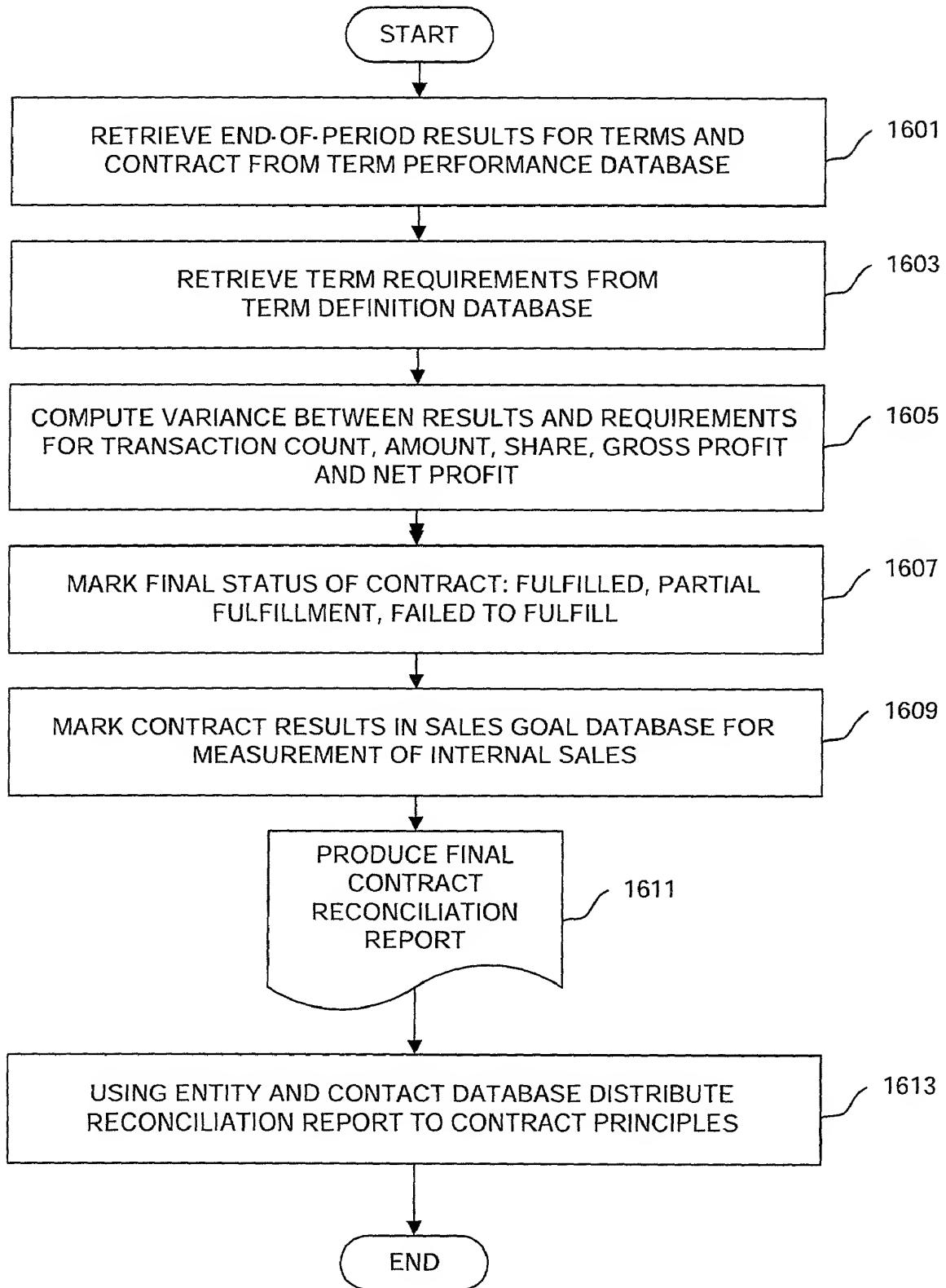


FIGURE 17:  
PAYOUT DISCOUNT

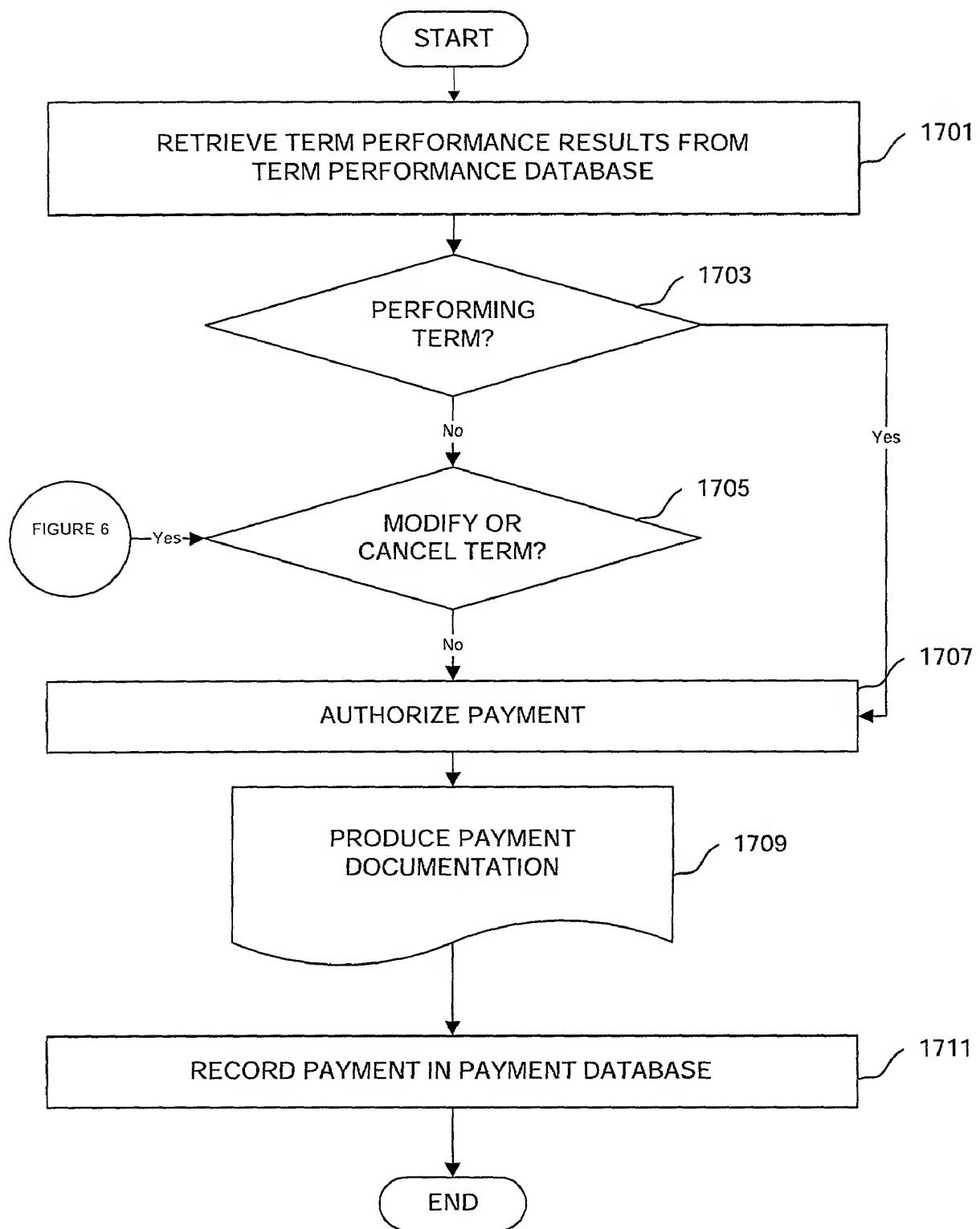


FIGURE 18:  
MANAGE SALES GOALS

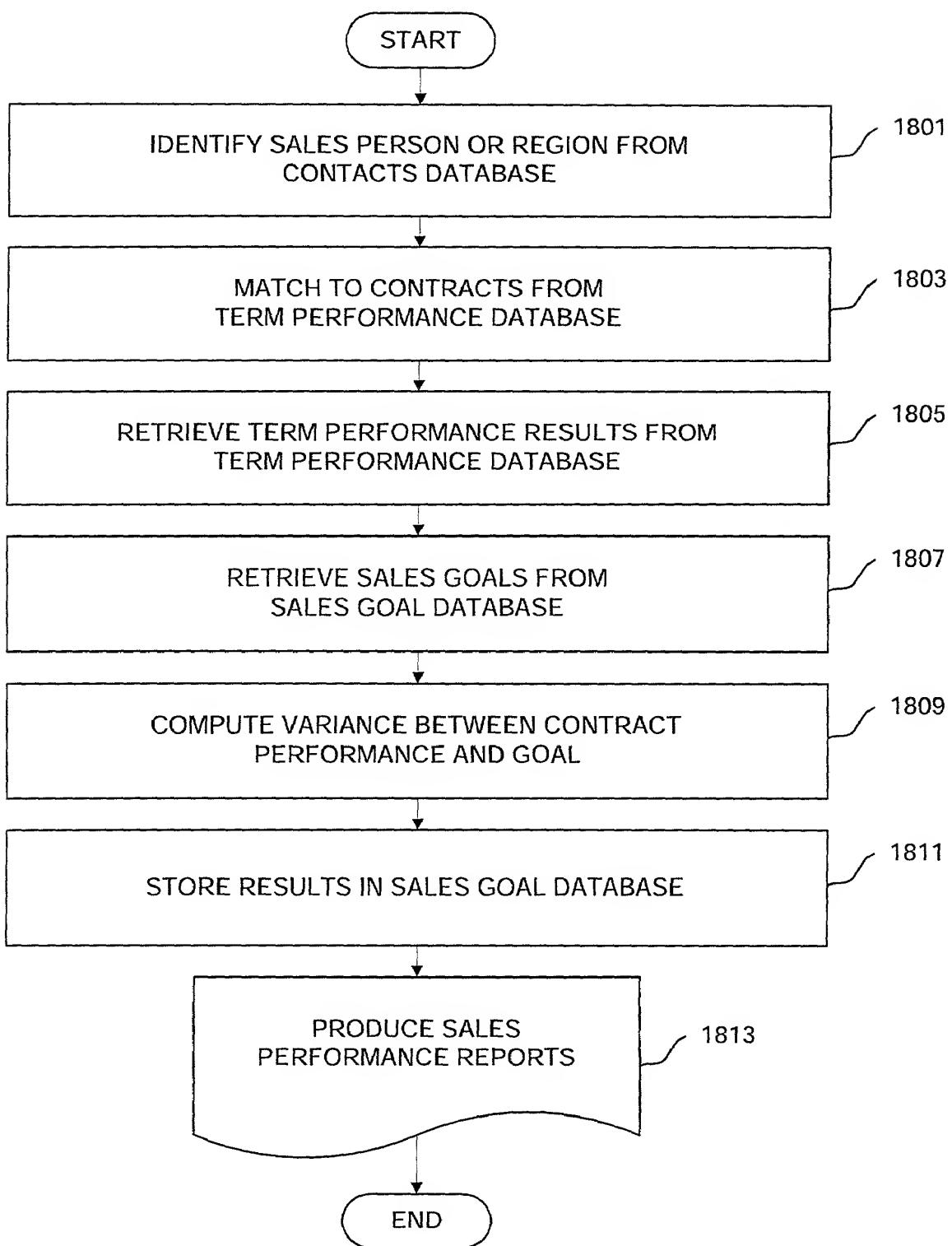


FIGURE 19  
TRANSACTION DETAIL DATA SCREEN

**FIGURE 20**  
**MARKET ANALYSIS SUMMARY SCREEN**

The screenshot displays a market analysis summary screen with a grid of flight data. The columns include Term, Market, Cabin, Total Flights, Amount, Host Flights, Host Amount, NAS, Share, and Percent of NAS. The rows list flight details by market and cabin class. Arrows point to specific years: 2003, 2005, 2007, 2009, 2011, and 2001.

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	192%
US to US	CMH - EWR		2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Economy	184	25,847	176	24,199	50%	98%	192%
US to US	CMH - EWR	Discount	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	First Class	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Economy	2,424	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Discount	1,956	822,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Economy	2,176	172,033	140	13,925	33%	15%	45%
US to US	CVG - EWR	Discount	920	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Economy	2,424	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Discount	140	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	18,891	280	18,891	100%	100%	100%
US to US	DCA - EWR	Discount	280	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	First Class	36	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Economy	52	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Discount	3,244	46,664	68	41,793	37%	88%	241%
US to US	DEN - EWR	Economy	76	1,779,567	3,220	950,316	37%	52%	141%
US to US	DEN - EWR	Discount	6,244	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	First Class	24	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Economy	2,608	383,270	2,036	206,150	30%	58%	199%
US to US	DFW - EWR	Discount	3,500	\$65,053,280	191,512	\$40,266,812			
<b>Total</b>			<b>308,904</b>						

**FIGURE 21A**  
**DISCOUNT-ON REQUIREMENTS SCREEN**

Setup		Term	
<input type="radio"/> Discount On <input type="radio"/> Measure On <input type="radio"/> Financial Terms		Operator: Not equal to	
Select: Cabin Carrier, Validating Day of Week Fare Basis Fare Type Flight Number Market Market Pair Market Type Market, Connection Market, Cross Continent Market, Cross Country <b>Service Class</b>	<b>Service Class</b> : T	<b>Market Pair</b> : Equal to	EWR, Newark, NJ/AD: Washington-Dulles, .. EWR: Newark, NJ/LAX: Los Angeles, CA EWR: Newark, NJ/MCO: Orlando-Intl, FL EWR: Newark, NJ/MSP: Minneapolis, MN EWR: Newark, NJ/ORD: Chicago O'Hare, IL
<b>Service Class</b> : T	<b>Day of Week</b> : Equal to	First Class Economy Monday Tuesday Wednesday Thursday Friday	<b>Service Class</b> : Not equal to T
<input type="button" value="Add"/> <input type="button" value="Remove"/>		<input type="button" value="Update"/> <input type="button" value="Remove"/>	

2101

FIGURE 21B  
MEASURE-ON REQUIREMENTS SCREEN

The screenshot shows a software interface for defining measurement requirements. At the top, there are three tabs: "Setup Term" (selected), "Discount On", and "Measure On [Financial Terms]".

**Setup Term:**

- Select:** Market Pair, Cabin, Carrier, Validating, Fare Basis, Fare Type, Market.
- Direction:** Between (selected), Directional.
- Operator:** Equal to.
- Origin:** Airport (selected), County, State, AirportType: EWR Newark, NJ.
- Destination:** Airport (selected), County, State, AirportType: United States.
- Term:** Market Pair: EWR, Newark, NJ/United States; Cabin: First Class; Service Class: Economy.

**Buttons at the bottom:** Add, Remove, Update, Remove, Clone Discount On.

**Callouts:**

- Callout 2111 points to the "Setup Term" tab.
- Callout 2113 points to the "Measure On [Financial Terms]" tab.
- Callout 2115 points to the "Term" section.
- Callout 2109 points to the "Remove" button at the bottom right.

FIGURE 21C  
FINANCIAL REQUIREMENTS SCREEN

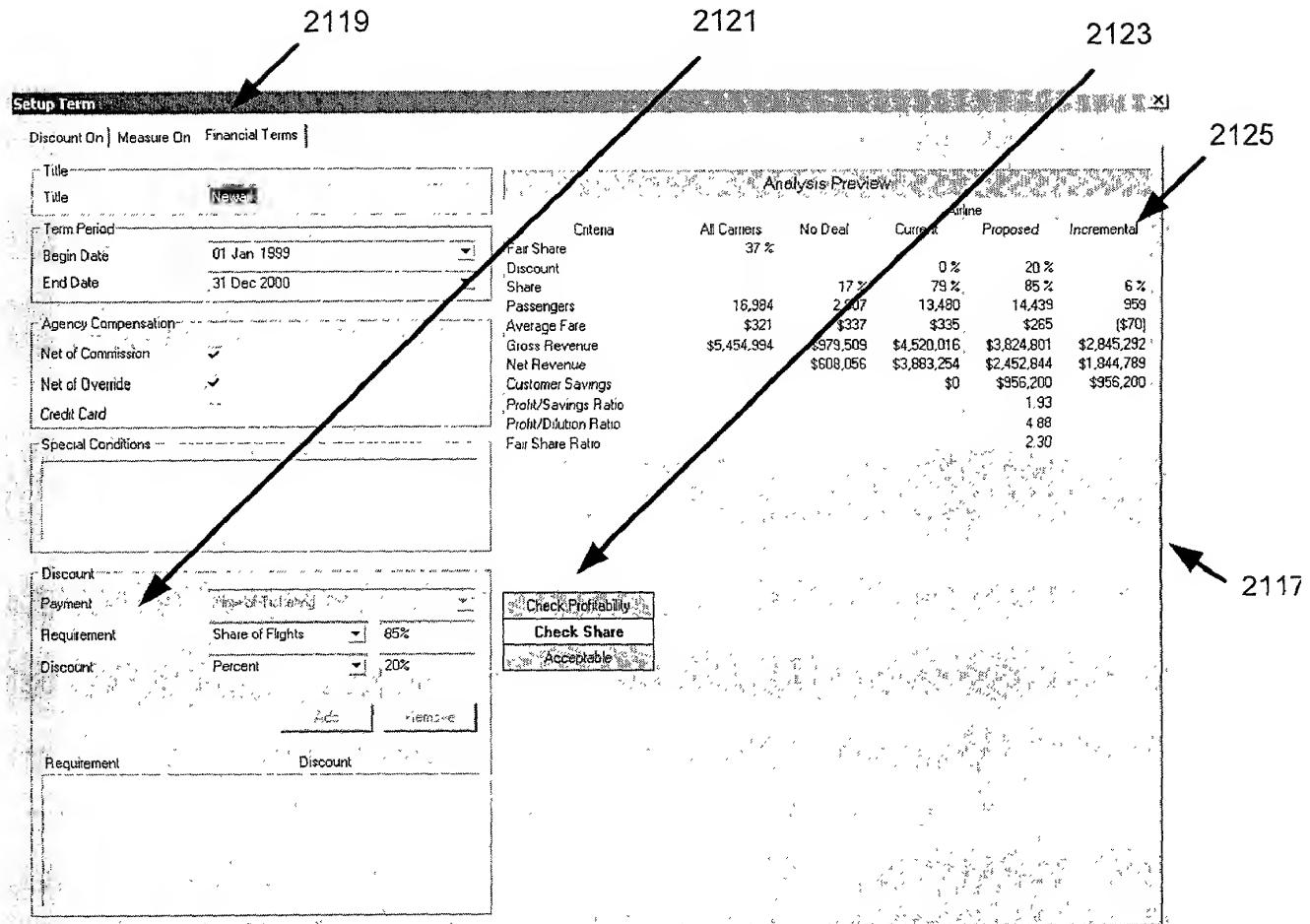


FIGURE 22:  
CONTRACT FORECAST SCREEN

2203      2205      2207      2209      2211      2213

Title	Requirement Measure	Discount	Incremental	Percent	Profit/Savings	Profit/Dilution	Fair Share Ratio
Newark	65% Share of Flights	20%	1,844,789	303%	1.93	4.88	2.30
North America	<b>65% Share of Flights</b>	<b>18%</b>	<b>619,804</b>	<b>26%</b>	<b>0.55</b>	<b>6.04</b>	<b>1.12</b>
US to Europe	35% Share of Flights	12%	2,295,916	30%	1.03	14.92	0.85

	Amount	Profit/Savings	Profit/Dilution	Fair Share Ratio
No Deal Net Revenue	\$10,291,216			
Current Net Revenue	\$34,094,216			
Proposed Deal Net Revenue	\$14,951,724			
Incremental	\$4,660,508	1.1	28	
Waivers	(\$20,000)			
Net Profit	\$4,640,508	1.1	28	1.0

Check Profitability  
 Check Share  
 Check Volume  
 Acceptable

2201      2215

FIGURE 23:  
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
<b>ABC Company</b>								
US48-US48	27,019	63%	\$5,402,928	87%	Share of Flights	74%	-11%	No
IAH-DomesticMarkets	7,588	86%	1,753,937	98%	Share of Flights	92%	-8%	No
IAH-LGW/CDG/MAN Term	1,854	93%	3,461,248	92%	Share of Flights	88%	5%	Yes
US48-Canada/LatinAm/Mexico	481	44%	392,849	53%	No Requirement	0	0%	Yes
US48-Europe	250	35%	444,032	34%	No Requirement	0	0%	Yes
IAH-MTY/MEX	193	100%	38,442	100%	Share of Flights	99%	1%	Yes
IAH-BRU/FRA/LHR Term	35	53%	55,382	51%	Share of Flights	60%	-7%	No
US48-AMS Term	23	17%	37,299	18%	Share of Flights	20%	-3%	No
<b>Total</b>	<b>37,443</b>	<b>87%</b>	<b>\$11,878,116</b>	<b>71%</b>				
<b>Minimum</b>	<b>42,775</b>		<b>\$12,179,070</b>					
<b>Contract Performance</b>	<b>-5,332</b>	<b>-14%</b>	<b>-\$302,954</b>	<b>-4%</b>				<b>No</b>